



Purchasing Department
4400 University Drive, MS 3C1, Fairfax, VA 22030
Phone: 703.993.2580; <http://fiscal.gmu.edu/purchasing/>

STANDARD CONTRACT GMU-GL0330-26-01

This Contract entered on this 1st day of September, 2026 (Effective Date) by Architectural Products of Virginia hereinafter called "Contractor" (located at 11511C N. Lakeridge Pkwy, Ashland, VA 25005) and George Mason University hereinafter called "George Mason," "Mason," or "University".

I. WITNESSETH that the Contractor and George Mason, in consideration of the mutual covenants, promises and agreement herein contained, agree as follows:

II. SCOPE OF CONTRACT: The Contractor shall provide security products and provide services for George Mason University as set forth in the Contract documents.

During the term of this Contract, Contractor may issue Statements of Work ("SOW") to modify the scope of the engagement or otherwise change the work to be performed under this Contract. All SOW's must be on a form approved by George Mason prior to the start of this Contract. Any SOW that does not conform to the pre-approved SOW form shall be void even if approved by George Mason. Additionally, the SOW shall be limited to modifications to the scope of the engagement or other changes to the work to be performed under this Contract; any other terms contained in a SOW shall be void and have no effect even if approved by George Mason. Other than changes to the scope of the engagement or the work to be performed under this Contract, Contractor may not change, modify, add, supersede, or remove any term from this Contract through a SOW.

George Mason may, upon written notice, terminate any individual Statement of Work ("SOW") issued under this Contract for convenience, without terminating the Contract as a whole. Termination of a SOW shall be effective immediately after receipt of written notice. Upon termination of a SOW, George Mason shall be liable only for payment of services actually performed and accepted up to the effective date of termination, reimbursable expenses incurred prior to the effective date of termination (if applicable and in accordance with the SOW), and any non-cancellable commitments expressly authorized in the SOW. Termination of an SOW shall not affect the validity or enforceability of the Contract or any other SOWs then in effect.

III. PERIOD OF CONTRACT: One-year from the Effective Date with four (4) successive one-year renewal options at the sole discretion of George Mason University.

IV. PRICE SCHEDULE: The pricing specified in this section represents the complete list of charges from the Contractor. George Mason shall not be liable for any additional charges.

Labor Rates					
Personnel	UOM	Normal Rate	Overtime	Holiday	Dispatch Fee
Security Installation Technician	Hourly	\$120	\$180	\$240	\$85
Security Service Technician	Hourly	\$120	\$180	\$240	\$85
Systems Engineer/Integration Specialist	Hourly	\$120	\$180	\$240	\$85
Project Manager	Hourly	\$140	\$140	\$140	\$85
Locksmith/Hardware Technician	Hourly	\$105	\$158	\$210	\$85
Automatic Door Technician	Hourly	\$120	\$180	\$240	\$85

See Exhibit A for MSRP Discounts. See Exhibit B for Service Response Times and Holiday Labor Rate

V. CONTRACT ADMINISTRATION: Jason Limonta shall serve as Contract Administrator for this Contract and shall use all powers under the Contract to enforce its faithful performance. The Contract Administrator shall determine the amount, quality and acceptability of work and shall decide all other questions in connection with the work. All direction and order from George Mason shall be transmitted through the Contract Administrator, however, the Contract Administrator shall have no authority to approve changes which shall alter the concept or scope or change the basis for compensation.

VI. METHOD OF PAYMENT: Paymode-X, Net30. Contractor shall submit invoices directly to acctpay@gmu.edu with a copy to the Contract Administrator. Invoices will be paid Net 30 after goods received, services rendered, or receipt in George Mason's Accounts Payable email box, acctpay@gmu.edu, whichever is later. Invoices must reference a Purchase Order number to be considered valid.

VII. THE CONTRACT DOCUMENTS SHALL CONSIST OF (In order of precedence):

- A. This signed Contract;
- B. Exhibit A – Material Discount Schedule;
- C. Exhibit B – Service Response Times and Holiday Labor Rate Schedule;
- D. Negotiation Responses dated July 13, 2026 (attached);
- E. RFP No. GMU-GL0330-26, in its entirety (attached);
- F. Contractor’s proposal dated May 8, 2026 (attached).

VIII. GOVERNING RULES: This Contract is governed by the provisions of the Restructured Higher Education Financial and Administrative Operations Act, Chapter 10 (§ [23.1-1000](#) et seq.) of Title 23.1 of the Code of Virginia, and the “*Governing Rules*” and the *Purchasing Manual for Institutions of Higher Education and their Vendors*. Documents may be viewed at: <https://vascupp.org>.

IX. CONTRACT PARTICIPATION: It is the intent of this Contract to allow for cooperative procurement. Accordingly, any public body, public or private health or educational institutions, or affiliated corporations may access this Contract if authorized by the Contractor.

Participation in this Contract is strictly voluntary. If authorized by the Contractor, this Contract will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor and shall fully and independently administer its use of the contract to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this Contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of the contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The University may request the Contractor provide semi-annual usage reports for all entities accessing the Contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the Contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this Contract does not preclude any participating entity from using other contracts or competitive processes as needed.

X. STANDARD TERMS AND CONDITIONS:

- A. APPLICABLE LAW AND CHOICE OF FORUM: This Contract shall be construed, governed, and interpreted pursuant to the laws of the Commonwealth of Virginia. All disputes arising under this Contract shall be brought before an appropriate court in the Commonwealth of Virginia.
- B. ANTI-DISCRIMINATION: By entering into this Contract Contractor certifies to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians with Disabilities Act, the Americans with Disabilities Act and §§ 9&10 of the *Governing Rules*. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the Contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Governing Rules*, § 36).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

- 1. During the performance of this Contract, the Contractor agrees as follows:
 - a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational

qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

- b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
 2. The Contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or Contractor.
- C. ANTITRUST: By entering into this Contract, the Contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under this Contract.
- D. ASSIGNMENT: Neither party will assign or otherwise transfer its rights or obligations under this Contract without both parties' prior written consent. Any attempted assignment, transfer, or delegation without such consent is void.
- E. AUDIT: The Contractor shall retain all books, records, and other documents relative to this Contract during the contract period and for five (5) years after final payment. George Mason, its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period.
- F. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the University shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this Contract.
- G. AUTHORIZED SIGNATURES: The signatory for each Party certifies that he or she is an authorized agent to sign on behalf such Party.
- H. BACKGROUND CHECKS: Prior to any of Contractors employees, agents, or subcontractors (collectively "Personnel") performing services on any George Mason campus, Contractor shall, at its sole expense, obtain comprehensive background checks on all Personnel. Such background checks shall include, at minimum: a review of the Personnel's records to include social security number search, local and federal criminal records (any misdemeanor convictions and/or felony convictions), the Sex Offender Registry, and the SanctionsBase+ Search or equivalent. In addition, for sensitive financial work or when operating a motor vehicle in the performance of duties for George Mason, the background investigation shall include a credit report or motor vehicle check, respectively. Contractor warrants that all such Personnel have successfully passed these background checks and are qualified to perform the contracted services. Contractor shall maintain records of all background checks and make them available to George Mason upon request. George Mason reserves the right to deny access to its premises to any Personnel based on the results of these background checks or for any other reason at George Mason's sole discretion. Contractor shall immediately remove any Personnel from George Mason's premises upon George Mason's request. Signature on this Contract confirms your compliance with this requirement.
- I. CANCELLATION OF CONTRACT: George Mason reserves the right to cancel this Contract, in part or in whole, without penalty, for any reason, upon 60 days written notice to the Contractor. Upon written notice of cancellation from George Mason, George Mason shall be fully released from any further obligation under the Contract and Contractor agrees to directly refund all payments, for services not already performed, to George Mason, including any pre-paid deposits, within 14 days. Any contract cancellation notice shall not relieve the Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- J. CHANGES TO THE CONTRACT: Changes can be made to this Contract in any of the following ways:
 1. The parties may agree in writing to modify the scope of this Contract.
 2. George Mason may order changes within the general scope of Contract at any time by written notice to Contractor. Changes within the scope of this Contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. Contractor shall

comply with the notice upon receipt. Contractor shall be compensated for any additional costs incurred as the result of such order and shall give George Mason a credit for any savings. Said compensation shall be determined by one of the following methods:

- a. By mutual agreement between the parties in writing; or
- b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the Contractor accounts for the number of units of work performed, subject to the George Mason's right to audit Contractor's records and/or to determine the correct number of units independently; or
- c. By ordering Contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by Contract. The same markup shall be used for determining a decrease in price as the result of savings realized. Contractor shall present George Mason with all vouchers and records of expenses incurred and savings realized. George Mason shall have the right to audit the records of Contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to George Mason within thirty (30) days from the date of receipt of the written order from George Mason. If the Parties fail to agree on an amount of adjustment, the question of an increase or decrease in the Contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this Contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and Their Contractors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this Contract shall excuse the Contractor from promptly complying with the changes ordered by George Mason or with the performance of this Contract generally.

K. CLAIMS: Contractual claims, whether for money or other relief, shall be submitted in writing no later than 60 days after final payment. However, written notice of the Contractor's intention to file a claim shall be given at the time of the occurrence or beginning of the work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amounts agreed due in the final payment.

1. The Contractor must submit written claim to:
Chief Procurement Officer
George Mason University
Purch1@gmu.edu
2. The Contractor must submit any unresolved claim in writing no later than 60 days after final payment to the Chief Procurement Officer.
3. Upon receiving the written claim, the Chief Procurement Officer will review the written materials relating to the claim and will mail their decision to the Contractor within 60 days after receipt of the claim.
4. The Contractor may appeal the Chief Procurement Officer's decision in accordance with §55 of the *Governing Rules*.

L. COLLECTION AND ATTORNEY'S FEES: The Contractor shall pay to George Mason any reasonable attorney's fees or collection fees, at the maximum allowable rate permitted under Virginia law, incurred in enforcing this Contract or pursuing and collecting past-due amounts under this Contract. George Mason is prohibited from agreeing to pay other parties' collection fees or attorney's fees and shall not pay Contractor's attorney's fees unless they are awarded against George Mason by a court of competent jurisdiction in the Commonwealth of Virginia.

M. COMPLIANCE: All goods and services provided to George Mason shall be done so in accordance with any and all applicable local, state, federal, and international laws, regulations and/or requirements and any industry standards, including but not limited to: the Family Educational Rights and Privacy Act (FERPA), Health Insurance Portability and Accountability Act (HIPAA) and Health Information Technology for Economic and Clinical Health Act (HITECH), Government Data Collection and Dissemination Practices Act, Gramm-Leach-Bliley Financial Modernization Act (GLB), Payment Card Industry Data Security Standards (PCI-DSS), Americans with Disabilities Act (ADA), Virginia State Corporation Commission (SCC) registration, and Federal Export Administration

Regulations. Any Contractor personnel visiting George Mason facilities will comply with all applicable George Mason policies regarding access to, use of, and conduct within such facilities. George Mason's policies can be found at <https://universitypolicy.gmu.edu/all-policies/> and any facility specific policies can be obtained from the facility manager.

- N. CONFIDENTIALITY OF PERSONALLY IDENTIFIABLE INFORMATION: The Contractor shall ensure that personally identifiable information ("PII") which is defined as any information that by itself or when combined with other information can be connected to a specific person and may include but is not limited to personal identifiers such as name, address, phone, date of birth, Social Security number, student or personal identification numbers, driver's license numbers, state or federal identification numbers, biometric information, religious or political affiliation, non-directory information, and any other information protected by state or federal privacy laws, will be collected and held confidential and in accordance with this agreement, during and following the term of this Contract, and will not be divulged without the individual's and George Mason's written consent and only in accordance with federal law or the Code of Virginia.
- O. CONFLICT OF INTEREST: Contractor represents to George Mason that its entering into this Contract with George Mason and its performance through its agents, officers and employees does not and will not involve, contribute to nor create a conflict of interest prohibited by Virginia State and Local Government Conflict of Interests Act (Va. Code 2.2-3100 *et seq*), the Virginia Ethics in Public Contracting Act (§57 of the *Governing Rules*), the Virginia Governmental Frauds Act (Va. Code 18.2 – 498.1 *et seq*) or any other applicable law or regulation.
- P. CONTINUITY OF SERVICES:
1. The Contractor recognizes that the services under this Contract are vital to George Mason and must be continued without interruption and that, upon contract expiration, a successor, either George Mason or another contractor, may continue them. The Contractor agrees:
 - a. To exercise its best efforts and cooperation to affect an orderly and efficient transition to a successor;
 - b. To make all George Mason owned facilities, equipment, and data available to any successor at an appropriate time prior to the expiration of the contract to facilitate transition to successor; and
 - c. That the University Procurement Officer shall have final authority to resolve disputes related to the transition of the contract from the Contractor to its successor.
 2. The Contractor shall, upon written notice from the Procurement Officer, furnish phase-in/phase-out services for up to ninety (90) days after this Contract expires and shall negotiate in good faith a plan with the successor to execute the phase-in/phase-out services. This plan shall be subject to the Procurement Officer's approval.
 3. The Contractor shall be reimbursed for all reasonable, pre-approved phase-in/phase-out costs (i.e., costs incurred within the agreed period after contract expiration that result from phase-in, phase-out operations). All phase-in/phase-out work fees must be approved by the Procurement Officer in writing prior to commencement of said work.
- Q. DEBARMENT STATUS: As of the Effective Date, the Contractor certifies that it is not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of services covered by this Contract, nor is the Contractor an agent of any person or entity that is currently so debarred.
- R. DEFAULT: In the case of failure to deliver goods or services in accordance with Contract terms and conditions, George Mason, after due oral or written notice, may procure them from other sources and hold Contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which George Mason may have.
- S. DRUG-FREE WORKPLACE: Contractor has, and shall have in place during the performance of this Contract, a drug-free workplace policy (DFWP), which it provides in writing to all its employees, vendors, and subcontractors, and which specifically prohibits the following on company premises, during work-related activities, or while conducting company business: the sale, purchase, manufacture, dispensation, distribution possession, or use of any illegal drug under federal law (including marijuana). For purposes of this section, "drug-free workplace" covers all sites at which work is done by Contractor in connection with this Contract.
- T. ENTIRE CONTRACT: This Contract constitutes the entire understanding of the Parties with respect to the subject matter herein and supersedes all prior oral or written contracts with respect to the subject matter herein. This Contract can be modified or amended only by a writing signed by all of the Parties.

U. EXPORT CONTROL:

1. **Munitions Items:** If the Contractor is providing any items, data or services under this order that are controlled by the Department of State, Directorate of Defense Trade Controls, International Traffic in Arms Regulations (“ITAR”), or any items, technology or software controlled under the “600 series” classifications of the Bureau of Industry and Security’s Commerce Control List (“CCL”) (collectively, “Munitions Items”), prior to delivery, Contractor must:

- a. notify George Mason (by sending an email to export@gmu.edu), and
- b. receive written authorization for shipment from George Mason’s Director of Export Controls.

The notification provided by the Contractor must include the name of the George Mason point of contact, identify and describe each ITAR or CCL-controlled commodity, provide the associated U.S. Munitions List (USML) category number(s) or Export Control Classification Number, and indicate whether or not the determination was reached as a result of a commodity jurisdiction determination, or self-classification process. The Contractor promises that if it fails to obtain the required written pre-authorization approval for shipment to George Mason of any Munitions Item, it will reimburse George Mason for any fines, legal costs and other fees imposed for any violation of export controls regarding the Munition Item that are reasonably related to the Contractor’s failure to provide notice or obtain George Mason’s written pre-authorization.

2. **Dual-Use Items:** If the Contractor is providing any dual-use items, technology or software under this order that are listed on the CCL in a series other than a “600 series”, Contractor must (i) include the Export Control Classification Number (ECCN) on the packing or other transmittal documentation traveling with the item(s) and, (ii) send a description of the item, its ECCN, and the name of the George Mason point of contact to: export@gmu.edu .

V. FORCE MAJEURE: George Mason shall be excused from any and all liability for failure or delay in performance of any obligation under this Contract resulting from any cause not within the reasonable control of George Mason, which includes but is not limited to acts of God, fire, flood, explosion, earthquake, or other natural forces, war, civil unrest, accident, any strike or labor disturbance, travel restrictions, acts of government, disease, pandemic, or contagion, whether such cause is similar or dissimilar to any of the foregoing. Upon written notification from George Mason that such cause has occurred, Contractor agrees to directly refund all payments to George Mason, for services not yet performed, including any pre-paid deposits within 14 days.

W. FUTURE GOODS AND SERVICES: George Mason reserves the right to have Contractor provide additional goods and/or services that may be required by George Mason during the term of this Contract. Any such goods and/or services will be provided by the Contractor under the same pricing, terms and conditions of this Contract. Such additional goods and/or services may include other products, components, accessories, subsystems or related services that are newly introduced during the term of the contract. Such newly introduced additional goods and/or services will be provided to George Mason at Favored Customer pricing, terms and conditions.

X. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into this Contract Contractor certifies that they do not and will not during the performance of this Contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

Y. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless George Mason University, the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the Contractor/any services of any kind or nature furnished by the Contractor, provided that such liability is not attributable to the sole negligence of George Mason or to the failure of George Mason to use the materials, goods, or equipment in the manner already and permanently described by the Contractor on the materials, goods or equipment delivered. Contractor understands and acknowledges that George Mason has not agreed to provide any indemnification or save harmless agreements running to Contractor.

Z. INDEPENDENT CONTRACTOR: The Contractor is not an employee of George Mason, but is engaged as an independent contractor. Nothing in this Contract is intended to, nor shall it create or be deemed to create any partnership, joint venture, franchise, agency or other legal association between the parties. The parties are independent contractors, and any references to a relationship other than that of independent contractors shall be of no force or

effect. The Contractor shall indemnify and hold harmless the Commonwealth of Virginia, George Mason, and its employees and agents, with respect to all withholding, Social Security, unemployment compensation and all other taxes or amounts of any kind relating to the Contractor's performance of this Contract. Nothing in this Contract shall be construed as authority for the Contractor to make commitments which will bind George Mason or to otherwise act on behalf of George Mason, except as George Mason may expressly authorize in writing.

- AA. **INFORMATION TECHNOLOGY ACCESS ACT:** Computer and network security is of paramount concern at George Mason. George Mason wants to ensure that computer/network hardware and software does not compromise the security of its IT environment. Contractor agrees to use commercially reasonable measures in connection with any offering your company makes to avoid any known threat to the security of the IT environment at George Mason.

All e-learning and information technology developed, purchased, upgraded or renewed by or for the use of George Mason shall comply with all applicable University policies, Federal and State laws and regulations including but not limited to Section 508 of the Rehabilitation Act (29 U.S.C. 794d), the Information Technology Access Act, §§2.2-3500 through 2.2-3504 of the Code of Virginia, as amended, and all other regulations promulgated under Title II of The Americans with Disabilities Act which are applicable to all benefits, services, programs, and activities provided by or on behalf of the University. The Contractor shall also comply with the Web Content Accessibility Guidelines (WCAG) 2.1 AA. For more information, please visit <http://ati.gmu.edu>, under Policies and Procedures.

- BB. **INSURANCE:** The Contractor shall maintain all insurance necessary with respect to the services provided to George Mason. The Contractor further certifies that they will maintain the insurance coverage during the entire term of the Contract and that all insurance is to be placed with insurers with a current reasonable A.M. Best's rating authorized to sell insurance in the Commonwealth of Virginia by the Virginia State Corporation Commission. The Commonwealth of Virginia and George Mason University shall be named as an additional insured. By requiring such minimum insurance, George Mason shall not be deemed or construed to have assessed the risk that may be applicable to the Contractor. The Contractor shall assess its own risks and, if it deems appropriate and/or prudent, maintain higher limits and/or broader coverage. The Contractor is not relieved of any liability or other obligations assumed or pursuant to this Contract by reason of its failure to obtain or maintain insurance in sufficient amounts, duration, or types.

1. Commercial General Liability Insurance in an amount not less than one million dollars (\$1,000,000) per occurrence for bodily injury or property damage, personal injury and advertising injury, products and completed operations coverage;
2. Workers Compensation Insurance in an amount not less than that prescribed by statutory limits; and, as applicable;
3. Commercial Automobile Liability Insurance applicable to bodily injury and property damage, covering owned, non-owned, leased, and hired vehicles in an amount not less than one million dollars (\$1,000,000) per occurrence; and
4. An umbrella/excess policy in an amount not less than five million dollars (\$5,000,000) to apply over and above Commercial General Liability, Employer's Liability, and Commercial Automobile Liability Insurance.

- CC. **INTELLECTUAL PROPERTY:** Contractor warrants and represents that it will not violate or infringe any intellectual property right or any other personal or proprietary right and shall indemnify and hold harmless George Mason against any claim of infringement of intellectual property rights which may arise under this Contract.

Unless expressly agreed to the contrary in writing, all goods, products, materials, documents, reports, writings, video images, photographs or papers of any nature including software or computer images prepared or provided by Contractor (or its subcontractors) for George Mason will not be disclosed to any other person or entity without the written permission of George Mason.

Work Made for Hire. Contractor warrants to George Mason that George Mason will own all rights, title and interest in any and all intellectual property rights created in the performance or otherwise arising from the Contract and will have full ownership and beneficial use thereof, free and clear of claims of any nature by any third party including, without limitation, copyright or patent infringement claims. Contractor agrees to assign and hereby assigns all rights, title, and interest in any and all intellectual property created in the performance or otherwise arising from the Contract, and will execute any future assignments or other documents needed for George Mason to document, register, or otherwise perfect such rights. Notwithstanding the foregoing, for research collaboration pursuant to subcontracts under sponsored research Contracts administered by the University's Office of Sponsored Programs, intellectual property

rights will be governed by the terms of the grant or contract to George Mason to the extent such grant or contract requires intellectual property terms to apply to subcontractors.

- DD. NON-DISCRIMINATION: All parties to this Contract agree to not discriminate on the basis of race, color, religion, national origin, sex, pregnancy, childbirth or related medical conditions, age (except where sex or age is a bona fide occupational qualification, marital status or disability).
- EE. NON-EXCLUSIVITY: Nothing herein is intended nor shall be construed as creating any exclusive arrangement with Contractor. This Contract will not restrict or prohibit George Mason from acquiring the same or similar goods and/or services from other entities or sources.
- FF. NON-SOLICITATION / NON-COMPETE: George Mason University, as a state agency of the Commonwealth of Virginia, shall not be subject to or bound by any non-solicitation or non-compete provisions. All University positions are publicly posted, and contractor employees may freely apply for, be considered for, and accept employment with the University without restriction. Any provision to the contrary shall be deemed null, void, and unenforceable.
- GG. PAYMENT TO SUBCONTRACTORS: Contractor shall take the following actions upon receiving payment from George Mason: (1) pay the subcontractor within seven days for the proportionate share of the total payment received from George Mason attributable to the work performed by the subcontractor under that Contract; or (2) notify George Mason and subcontractor within seven days, in writing, of its intention to withhold all or a part of the subcontractor's payment with the reason for non-payment. The Contractor shall collect the appropriate Tax Identification Number (Either SSN# or EIN#) based on the entity type of the subcontractor. The Contractor shall pay interest to subcontractors on all amounts owed by the Contractor that remain unpaid after seven days following receipt by the Contractor of payment from George Mason for work performed by the subcontractor under that contract, except for amounts withheld as allowed by prior notification. Unless otherwise provided under the terms of this Contract, interest shall accrue to subcontractors at the rate of one percent per month. The Contractor shall include in each of its subcontracts a provision requiring each subcontractor to include or otherwise be subject to the same payment and interest requirements with respect to each lower-tier subcontractor. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of George Mason. A contract modification may not be made for the purpose of providing reimbursement for such interest charge. A cost reimbursement claim may not include any amount for reimbursement for such interest charge.
- HH. PUBLICATION OF CONTRACT DOCUMENTS: It is a statutory requirement for George Mason to utilize eVA (electronic Virginia), the Commonwealth of Virginia's agency-wide procurement online system. This Contract and related documents, including but not limited to purchase orders, invoices, proposals, scopes of work and pricing data are subject to publication and shall not be treated as confidential or require notification to any party prior to disclosure.
- II. PUBLICITY: Contractor shall not use, in its external advertising, marketing programs, or promotional efforts, any data, name, insignia, trademarks, pictures or other representation of the University or its employees except on the specific written authorization in advance by the University. The University must receive all requests for authorization in writing no later than ten (10) days in advance of the use date.
- JJ. REMEDIES: If the Contractor breaches this Contract, in addition to any other rights or remedies, George Mason may terminate this Contract without prior notice.
- KK. RENEWAL OF CONTRACT: This Contract may be renewed by George Mason for four (4) successive one-year renewal options under the terms and conditions of this Contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the University's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
 - 1. If the University elects to exercise the option to renew the Contract for an additional one-year period, the Contract price(s) for the additional one year shall not exceed the lesser of the Contract price(s) of the original Contract increased/decreased by more than the percentage increase/decrease of the "other goods and services" category of the CPI-U section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available, or 2%, whichever is lower.
 - 2. If during any subsequent renewal periods, the University elects to exercise the option to renew the Contract, the Contract price(s) for the subsequent renewal period shall not exceed the lesser of the Contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the "other goods and services" category of the CPI-U section of the Consumer Price Index of the United States bureau

of Labor Statistics for the latest twelve months for which statistics are available, or 2%, whichever is lower.

- LL. REPORTING OF CRIMES, ACCIDENTS, FIRES AND OTHER EMERGENCIES: Any George Mason Employee, including contracted service providers, who is not a staff member in Counseling and Psychological Services (CAPS) or a pastoral counselor, functioning within the scope of that recognition, is considered a "Campus Security Authority (CSA)." CSAs must promptly report all crimes and other emergencies occurring on or near property owned or controlled by George Mason to the Department of Police & Public Safety or local police and fire authorities by dialing 9-1-1. At the request of a victim or survivor, identifying information may be excluded from a report (e.g., names, initials, contact information, etc.). Please visit the following website for more information and training: <http://police.gmu.edu/clery-act-reporting/campus-security-authority-csa/>."
- MM. RESPONSE TO LEGAL ORDERS, DEMANDS, OR REQUESTS FOR DATA: Except as otherwise expressly prohibited by law, Contractor will: i) immediately notify George Mason of any subpoenas, warrants, or other legal orders, demands or requests received by Contractor seeking University Data; ii) consult with George Mason regarding its response; iii) cooperate with George Mason's reasonable requests in connection with efforts by George Mason to intervene and quash or modify the legal order, demand or request; and iv) upon George Mason's request, provide George Mason with a copy of its response.
- If George Mason receives a subpoena, warrant, or other legal order, demand (including request pursuant to the Virginia Freedom of Information Act) or request seeking University Data maintained by Contractor, George Mason will promptly provide a copy to Contractor. Contractor will promptly supply George Mason with copies of data required for George Mason to respond, and will cooperate with George Mason's reasonable requests in connection with its response.
- NN. SEVERABILITY: Should any portion of this Contract be declared invalid or unenforceable for any reason, such portion is deemed severable from the Contract and the remainder of this Contract shall remain fully valid and enforceable.
- OO. SOVEREIGN IMMUNITY: Nothing in this Contract shall be deemed a waiver of the sovereign immunity of the Commonwealth of Virginia and of George Mason.
- PP. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent from George Mason. In the event that the Contractor desires to subcontract some part of the work specified herein, the Contractor shall furnish George Mason the names, qualifications and experience of their proposed subcontractors. The Contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of this Contract. This paragraph applies to, but is not limited to, subcontractor(s) who process University Data.
- QQ. SWaM CERTIFICATION: Upon contract execution, Contractor, if eligible, shall submit all required documents necessary to achieve SWaM certification to the Department of Small Business and Supplier Diversity within 90 days. If Contractor is currently SWaM certified, Contractor agrees to maintain their certification for the duration of this Contract and shall submit all required renewal documentation at least 60 days prior to existing SWaM expiration at <https://www.sbsd.virginia.gov/>.
- RR. TARIFF & DUTY FEES: In the event that any new tariffs, import duties, taxes, or other government-imposed fees or restrictions are enacted or increased after the Effective Date of this Contract, and such impositions materially impact the Contractor's cost of goods, materials, or services required to fulfill its obligations under this Contract, the Contractor may be entitled to an equitable adjustment in the contract price. The Contractor must provide written notice and reasonable documentation supporting the increase in costs due to such governmental actions. The documentation should demonstrate: (i) the unit price paid by Contractor as of the date of contract award or date of Purchase Order issuance (whichever comes earlier) for the good or raw material used to furnish the goods to the University under this Contract; (ii) the applicability of the tariff to the specific good or raw material being impacted; (iii) Contractor's payment of the increased import duty or tariff (either directly or through an increase to the cost paid for the good or raw material); and (iv) the additional charges to the University reflect a simple pass-through expense with no markup. The evidence submitted shall be sufficient in detail and content to allow the University to verify that the tariff is the cause of the price change. The University, in its sole judgement, will determine whether to accept and pay for such additional charges.
- SS. UNIVERSITY DATA: University Data includes all George Mason owned, controlled, or collected PII and any other information that is not intentionally made available by George Mason on public websites, including but not limited to

business, administrative and financial data, intellectual property, and patient, student and personnel data. Contractor agrees to the following regarding University Data it may collect or process as part of this Contract:

1. Contractor will use University Data only for the purpose of fulfilling its duties under the Contract and will not share such data with or disclose it to any third party without the prior written consent of George Mason, except as required by the Contract or as otherwise required by law. University Data will only be processed by Contractor to the extent necessary to fulfill its responsibilities under the Contract or as otherwise directed by George Mason.
2. University Data, including any back-ups, will not be accessed, stored, or transferred outside the United States without prior written consent from George Mason. Contractor will provide access to University Data only to its employees and subcontractors who need to access the data to fulfill Contractor's obligations under the Contract. Contractor will ensure that employees who perform work under the Contract have read, understood, and received appropriate instruction as to how to comply with the data protection provisions of the Contract and to maintain the confidentiality of the University Data.
3. The parties agree that as between them, all rights including all intellectual property rights in and to University Data shall remain the exclusive property of George Mason, and Contractor has a limited, nonexclusive license to use the University Data as provided in the Contract solely for the purpose of performing its obligations under the Contract. The Contract does not give a party any rights, implied or otherwise, to the other party's data, content, or intellectual property, except as expressly stated in the Contract.
4. Contractor will take reasonable measures, including audit trails, to protect University Data against deterioration or degradation of data quality and authenticity. Contractor shall be responsible for ensuring that University Data, per the Virginia Public Records Act, is preserved, maintained, and accessible throughout their lifecycle, including converting and migrating electronic data as often as necessary so that information is not lost due to hardware, software, or media obsolescence or deterioration.
5. Contractor shall notify George Mason within three business days if it receives a request from an individual under any applicable law regarding PII about the individual, including but not limited to a request to view, access, delete, correct, or amend the information. Contractor shall not take any action regarding such a request except as directed by George Mason.
6. If Contractor will have access to University Data that includes "education records" as defined under the Family Educational Rights and Privacy Act (FERPA), the Contractor acknowledges that for the purposes of the Contract it will be designated as a "school official" with "legitimate educational interests" in the University education records, as those terms have been defined under FERPA and its implementing regulations, and the Contractor agrees to abide by the limitations and requirements imposed on school officials. Contractor will use the education records only for the purpose of fulfilling its duties under the Contract for George Mason's and its end user's benefit, and will not share such data with or disclose it to any third party except as provided for in the Contract, required by law, or authorized in writing by the University.

TT. UNIVERSITY DATA SECURITY: Data security is of paramount concern to George Mason. Contractor will utilize, store and process University Data in a secure environment in accordance with commercial best practices, including appropriate administrative, physical, and technical safeguards, to secure such data from unauthorized access, disclosure, alteration, and use. Such measures will be no less protective than those used to secure Contractor's own data of a similar type, and in no event less than reasonable in view of the type and nature of the data involved. At a minimum, Contractor shall use industry-standard and up-to-date security tools and technologies such as anti-virus protections and intrusion detection methods to protect University Data.

1. Immediately upon becoming aware of circumstances that could have resulted in unauthorized access to or disclosure or use of University Data, Contractor will notify George Mason, fully investigate the incident, and cooperate fully with George Mason's investigation of and response to and remediation of the incident. Except as otherwise required by law, Contractor will not provide notice of the incident directly to individuals who's PII was involved, regulatory agencies, or other entities, without prior written permission from George Mason.
2. George Mason reserves the right in its sole discretion to perform audits of Contractor, at George Mason's expense, to ensure compliance with all obligations regarding University Data. Contractor shall reasonably cooperate in the performance of such audits. Contractor will make available to George Mason all information necessary to demonstrate compliance with its data processing obligations. Failure to adequately protect

University Data or comply with the terms of this Contract with regard to University Data may be grounds to terminate this Contract.

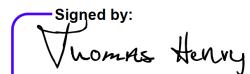
UU. UNIVERSITY DATA UPON REQUEST, TERMINATION OR EXPIRATION: Upon request, termination or expiration of the Contract, Contractor will ensure that all University Data are securely provided, returned or destroyed as directed by George Mason in its sole discretion within 180 days of the request being made. Transfer to George Mason or a third party designated by George Mason shall occur within a reasonable period of time, and without significant interruption in service. University Data must be provided in the requested format. If it is unreasonable to provide University Data in the requested format, Contractor shall ensure that such transfer/migration uses facilities and methods that are compatible with the relevant systems of George Mason or its transferee, and to the extent technologically feasible, that George Mason will have reasonable access to University Data during the provision of the data or transition. In the event that George Mason requests destruction of its data, Contractor agrees to destroy all data in its possession and in the possession of any subcontractors or agents to which the Contractor might have transferred University Data. Contractor agrees to provide documentation of data destruction to the University.

Contractor will notify the University of any impending cessation of its business and any contingency plans. This includes immediate transfer of any previously escrowed assets and University Data and providing George Mason access to Contractor's facilities to remove and destroy George Mason-owned assets and University Data. Contractor shall implement its exit plan and take all necessary actions to ensure a smooth transition of service with minimal disruption to George Mason. Contractor will also provide a full inventory and configuration of servers, routers, other hardware, and software involved in service delivery along with supporting documentation, indicating which if any of these are owned by or dedicated to George Mason. Contractor will work closely with its successor to ensure a successful transition to the new equipment, with minimal downtime and effect on George Mason, all such work to be coordinated and performed in advance of the formal, final transition date.

VV. UNIVERSITY REVIEW/APPROVAL: All goods, services, products, design, etc. produced by the Contractor for or on behalf of George Mason are subject to George Mason's review and approval.

WW. WAIVER: The failure of a party to enforce any provision in this Contract shall not be deemed to be a waiver of such right.

Architectural Products of Virginia

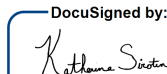
Signed by:

81903A689E1248B...
Signature

Name: Thomas Henry

Title: Vice President

Date: 9/2/2026

George Mason University

DocuSigned by:

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Signature

Name: Katherine Sirotin

Title: Director, Major Purchases and Contracts

Date: 9/3/2026

Exhibit A: Material Discount Schedule and Manufacturer Pricing

Manufacturer	Item(s)	% Discount off MSRP
Acre		10%
Adams Rite	All parts and accessories	52%
Aiphone	All parts and accessories	15%
Allegion	All parts and accessories	40%
Altronix	All parts and accessories	15%
Aperio Wireless	All parts and accessories	30%
Assa Abloy	All parts and accessories	40%
Avigilon Cameras	All parts and accessories	20%
Axis Cameras	All parts and accessories	5%
BEST Locks/Locksets	Complete locks	56%
BEST Locks/Locksets	Parts & accessories	47%
Command Access	All parts and accessories	45%
Dorma Kaba	All parts and accessories	40%
Hanwha	All parts and accessories	42%
HES	All parts and accessories	52%
HID	Card Readers and accessories	25%
i-Pro Cameras	All parts and accessories	Not Applicable
Life Safety Power	All parts and accessories	15%
McKinney	Commercial 5 Knuckle Hinges	55%
McKinney	Balance of items	52%
Persona Campus	All parts and accessories	30%
Precision	Complete exit device	60%
Precision	Parts & accessories	47%
RS2 Technologies	Professional Services	10%
RS2 Technologies	Software/Control Boards/IP Locks/Readers	35%
RS2 Technologies	3rd Party Products	25%
Sargent	Complete locks, closers, and exit devices	55%
Sargent	All parts and accessories	37%
Securitron	All parts and accessories	52%
Traka	All parts and accessories	Not Applicable
Von Duprin	Complete exit device	43%
Von Duprin	All parts and accessories	43%
Windy City Wire	All parts and accessories	10%
Manufacturer	Item(s)	% Discount off MSRP
Gridless	All hardware	5%
Avigilon Access Control	All parts and accessories	20%
Genea	Software and subscriptions	10%
BQT Solutions	All parts and accessories	50%

Exhibit B: Service Response Times and Holiday Labor Rate Schedule

Service Priority	Definition	Coverage Hours	Dispatch Procedure	Dispatch Time	Onsite Arrival Time
Routine	Non-critical service requests, minor equipment issues, scheduled maintenance, or repairs that do not significantly impact operations.	Monday-Friday, 8:00 AM-5:00 PM	Service request received via phone, email, or ticketing system; work order created and assigned to the next available technician.	Within 4 business hours	Within 2 business days
Urgent	Issues causing partial system impairment or significant operational impact but not creating a safety or emergency condition.	Monday-Friday, 7:00 AM-7:00 PM	Request escalated to the service coordinator for immediate technician assignment; customer notified of status and ETA.	Within 2 business hours	Within 8 business hours
Emergency	Complete system outage, safety/security concern, critical operational disruption, or condition requiring immediate attention.	24 hours/day, 7 days/week, including holidays	Emergency call routed directly to on-call dispatcher; nearest available technician dispatched immediately with continuous status updates provided to customer.	Within 4 hours	Within 8 hours

- Response times begin upon receipt of a valid service request and issuance of a service ticket.
- Remote diagnostics may be initiated immediately when appropriate to expedite resolution.
- Emergency service requests take precedence over all routine and urgent service calls.
- APV shall use commercially reasonable efforts to meet the agreed-upon response times; however, response times may be impacted by site accessibility limitations or other circumstances beyond APV's reasonable control.

Holiday labor rates shall only apply on the following days:
--

Observed Holiday

New Year's Day Memorial Day July 4th Labor Day Thanksgiving Day Day after Thanksgiving Christmas Eve (floating holiday depending on what day Christmas occurs) Christmas Day If a holiday falls on the weekend, APV will observe on the closet weekday
--



Purchasing Department
4400 University Drive, MS 3C1, Fairfax, VA 22030
Phone: 703.993.2580; <http://fiscal.gmu.edu/purchasing/>

July 13, 2026

Thomas Henry, VP
Architectural Products of Virginia
11511C N. Lakeridge Pkwy
Ashland, VA 25005

SUBJECT: Negotiations for RFP GMU-GL0330-26 Security Products and Services **_Round 2 (July 28, 2026)**

Dear Thomas,

We have reached the stage of the evaluation process where the University is prepared to begin negotiations and clarifications in accordance with **Section XIII.B of the referenced RFP**.

Accordingly, we request your responses to the statements and questions provided below. Please insert your responses directly into this document and preserve the existing Word formatting to facilitate our review.

Your completed response is requested no later than **2:00 PM EST on Thursday, July 16, 2026**.

We appreciate your prompt attention to this request and look forward to continuing the evaluation process with your team.

1. George Mason University is a public institution of higher education and an agency of the Commonwealth of Virginia. As such, we are required to ensure that all pricing and contractual terms are reasonable, competitive, and aligned with the University's operational and fiduciary responsibilities.

To that end, we request that your firm consider reduced pricing for the related services. Upon review of other comparative agreements, the proposed rate increases appear to significantly exceed the labor escalations typically observed under cooperative and public-sector contracts. George Mason University currently holds a contract with your firm for these same goods and services, GMU- and the rates you are proposing under this RFP exceed the current rates offered to George Mason University under our incumbent contract with your firm by over 50% per category. You are also offering significantly more competitive rates to other Virginia universities and state agencies under their recently awarded contracts with your firm.

George Mason University expects that pricing offered under this agreement will represent APV's most favorable pricing provided to any Virginia public institution of higher education, state agency, political subdivision, or cooperative purchasing participant for substantially similar products and services. If APV offers more favorable labor rates, discounts, rebates, incentives, or pricing structures to another Virginia public entity during the term of the agreement, GMU shall be entitled to receive pricing that is equal to or better than such pricing.

We also ask that you consider the broader value of this procurement opportunity. The resulting contract is intended to be available for cooperative use by other Commonwealth agencies, public institutions, and eligible public entities. As a result, the agreement may provide your firm with expanded market visibility and additional business opportunities beyond George Mason University, potentially increasing overall utilization and market share.

In light of these factors, we would appreciate your reconsideration of the proposed pricing and welcome the opportunity to discuss a revised rate structure that better reflects public-sector market conditions and the potential volume associated with a cooperative contract vehicle.

APV Response (Provide any revised rates or categories in the table below):



Purchasing Department
 4400 University Drive, MS 3C1, Fairfax, VA 22030
 Phone: 703.993.2580; <http://fiscal.gmu.edu/purchasing/>

We understand that the proposed labor rates are notably higher than the rates provided on our previous contract with GMU, as well as older contracts that APV currently still holds with other public institutions. However, these agreements were made several years ago and do not reflect the significant inflation of labor costs the market has experienced over the last few years. The rates on these older contracts, including our incumbent contract with GMU, have resulted in a negative financial effect on APV, and we are unable to continue offering services at those prices.

Given APV's long standing relationship with GMU, and the value we place on our partnership, we agree to match our most recent VASCUPP buying agreement that we entered into with VCU in 2024. We will also agree to remove the higher rate we charge for the first hour of labor at VCU as well as the service call surcharge fee currently in place with GMU. The updated rates below reflect this change in our proposal.

Labor Rates				
Personnel	UOM	Normal Rate	Overtime	Holiday
Security Installation Technician	Hourly	\$ 135	\$ 202	\$ 270
Security Service Technician	Hourly	\$ 135	\$ 202	\$ 270
Systems Engineer/Integration Specialist	Hourly	\$ 135	\$ 202	\$ 270
Project Manager	Hourly	\$ 155	\$ 155	\$ 155
Locksmith/Hardware Technician	Hourly	\$ 120	\$ 180	\$ 240
Automatic Door Technician	Hourly	\$ 135	\$ 202	\$ 270

George Mason's Response (7.28.26): We note that your recently executed renewal agreements with James Madison University (JMU) and the University of Mary Washington (UMW) reflect personnel labor rates that are materially lower than those proposed for George Mason University. Given GMU's longstanding relationship with APV and our estimated cumulative spend of approximately \$6.45 million, we believe there is a reasonable basis for seeking pricing that is competitive and consistent with rates offered to similarly peer institutions.

In recognition of our historical partnership and significant investment in APV services, GMU requests that APV reconsider its proposed labor rates and provide pricing that more closely aligns with GMU's historical rate structure and the rates recently offered to JMU and UMW.

Alternatively, if APV is unable to match the pricing structure, GMU requests consideration of volume-based discounts, rate caps, or other pricing concessions that would provide comparable value over the term of the agreement.

The two contracts referenced, JMU and UMW, were from 2022. The JMU contract has been renewed, however, the labor increases allowed during the renewal process does not cover the actual rising labor costs the market has seen over the past 4 years. While the contract rate has increased 12%, our average technician's pay has increased over 37%.

On top of this, the JMU contract, as well as our previous GMU contract, includes a dispatch fee. It was my understanding that GMU did not want any added travel expenses, trip charges, etc. added to the new proposal. Would GMU prefer the dispatch fee be included for a lower hourly rate? If so, APV could offer a technician rate of \$120 with an \$85 dispatch fee. Please let me know if this is more favorable to GMU. Since GMU performs most all service work in house, this may prove more beneficial while also covering APV with other entities that ride this contract for service work.



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In the past, APV has unfortunately entered into some contracts that have proven unfavorable towards APV. As market conditions change and contracts expire, we are forced to update pricing to remain in business. Given our long standing relationship with GMU, we sincerely hope to find a resolution that is favorable to both parties. I would be happy to jump on a call and discuss any outstanding concerns or any ideas the University may have in order to finalize.

Include labor rates for the below resources if available: **UPDATED LABOR RATES**

Labor Rates					
Personnel	UOM	Normal Rate	Overtime	Holiday	Dispatch Fee
Security Installation Technician	Hourly	\$120	\$180	\$240	\$85
Security Service Technician	Hourly	\$120	\$180	\$240	\$85
Systems Engineer/Integration Specialist	Hourly	\$120	\$180	\$240	\$85
Project Manager	Hourly	\$140	\$140	\$140	\$85
Locksmith/Hardware Technician	Hourly	\$105	\$158	\$210	\$85
Automatic Door Technician	Hourly	\$120	\$180	\$240	\$85

Please confirm that credit card fee remains 3% **Confirmed**

- As APV has listed "Holiday" labor rates please clarify what your observed holidays are that would trigger the holiday rate? Please note that George Mason University is open (and not does not observe) specific Federal holidays including Columbus Day and Veteran's Day. A list of our observed holidays and periods of University closure are available here: <https://hr.gmu.edu/benefits/leave/holiday-schedule/>

Please note that services may still be required during times of University closure and during observed holidays.

APV Response:

APV's observed holidays include:

New Year's Day

Memorial Day

July 4th Day

Labor Day

Thanksgiving Day

Day after Thanksgiving

Christmas Eve (floating holiday depending on what day Christmas occurs)

Christmas Day

If a holiday falls on the weekend, APV will observe on the closest weekday.

George Mason's Response (7.28.26): Noted

- Please confirm that all costs associated with shipping, handling, freight, delivery, and transportation are included in the proposed pricing and that no additional charges will be invoiced to GMU.

APV Response:



Purchasing Department
4400 University Drive, MS 3C1, Fairfax, VA 22030
Phone: 703.993.2580; <http://fiscal.gmu.edu/purchasing/>

Confirmed. All costs associated with shipping, handling, freight, delivery, and transportation are included in the proposed pricing.

George Mason's Response (7.28.26): Noted

4. Please confirm that no trip charges, travel expenses, or similar service-related fees will be assessed under the resulting contract:

APV Response:

Confirmed. For standard project and service-related work, no trip charges, travel expenses, or similar service-related fees will be assessed. Should out of town specialist, factory representative, etc. be needed, APV will abide by GMU's travel reimbursement policies and GSA per diem rates.

George Mason's Response (7.28.26): Noted

5. Please review the proposed Material Discount Schedule/Manufacturer Discount List and confirm that the discounts offered represent your most favorable pricing available to higher education customers. Identify any additional discounts, volume incentives, manufacturer promotions, or category-specific discounts that may be available during the contract term. We have noted that you are providing more competitive discounts for certain manufacturers/product lines (including Adams Rite, HES, McKinney, Persona Campus, Sargent, Securitron, etc.) to other public Universities and agencies including University of Mary Washington under their contract UCPUMW 22-1291 and request that, at a minimum, you provide us equal or better discounts. Additionally, for purposes of APV's response and any resulting contract, discount percentage from "MSRP" or "List Price" shall mean the manufacturer's then-current published list price, suggested retail price, catalog price, or equivalent manufacturer-established price in effect at the time of quote. Contractor-created list prices, reseller catalog prices, internal price sheets, or unpublished pricing baselines shall not be used as MSRP/List Price unless expressly approved by GMU in writing

APV Response:

The proposed Material Discount Schedule reflects the most competitive pricing APV is able to provide based on our current pricing structures with the listed manufacturers. Our buying agreements are revised annually and our UMW contract does not accurately reflect our current cost structures. It should also be noted that we have offered higher discounts on certain brands where our buying agreements have become more favorable.

The proposed schedule reflects discount percentage from manufacturer's current published list price, suggested retail price, catalog price or equivalent manufacturer established price in effect at the time of quote. Should a manufacturer implement a surcharge, additional cost will be added to published list prices. Manufacturer surcharge announcement would be provided to GMU for back up.

George Mason's Response (7.28.26): Similar to question 1-GMU request that the Material Discount Schedule reflects alignment to historical discounts.

APV Response: Our pricing structures have changed since the previous contract was written. Some have increased and some have decreased. We are offering the best discounts possible at our current buying programs.

We noted on the proposed Material Discount Schedule/Manufacturer Discount List you have some brands percentage (%) discount off MSRP" notated as "Brands Quoted Individually" for the manufacturer's Acre, Allegion, Assa Abloy, and Dorma Kaba. Are you able to provide at least a minimum percentage (%) discount and/or a discount range for those product lines?



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 Phone: 703.993.2580; <http://fiscal.gmu.edu/purchasing/>

APV Response:

The proposed schedule listed “Brands Quoted Individually” as these are parent companies of individual brands listed elsewhere on the schedule. We have revised the schedule to reflect the minimum discount available for these lines. Please note that deeper discounts may be available depending on specific brand or product line needed.

George Mason’s Response (7.28.26): Noted

6. Please define your standard service response times for routine, urgent, and emergency service calls, including hours of coverage, dispatch procedures, and expected onsite arrival times:

APV Response:

Service Priority	Definition	Coverage Hours	Dispatch Procedure	Dispatch Time	Onsite Arrival Time
Routine	Non-critical service requests, minor equipment issues, scheduled maintenance, or repairs that do not significantly impact operations.	Monday-Friday, 8:00 AM-5:00 PM	Service request received via phone, email, or ticketing system; work order created and assigned to the next available technician.	Within 4 business hours	Within 2 business days
Urgent	Issues causing partial system impairment or significant operational impact but not creating a safety or emergency condition.	Monday-Friday, 7:00 AM-7:00 PM	Request escalated to the service coordinator for immediate technician assignment; customer notified of status and ETA.	Within 2 business hours	Within 8 business hours
Emergency	Complete system outage, safety/security concern, critical operational disruption, or condition requiring immediate attention.	24 hours/day, 7 days/week, including holidays	Emergency call routed directly to on-call dispatcher; nearest available technician dispatched immediately with continuous status updates provided to customer.	Within 4 hours	Within 8 hours

- Response times begin upon receipt of a valid service request and issuance of a service ticket.
- Remote diagnostics may be initiated immediately when appropriate to expedite resolution.
- Emergency service requests take precedence over all routine and urgent service calls.
- Response times are subject to site accessibility and unforeseen circumstances beyond APV’s control.

George Mason’s Response (7.28.26): Noted



Purchasing Department
4400 University Drive, MS 3C1, Fairfax, VA 22030
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7. Please confirm that that no service call surcharges, after-hours administrative fees, dispatch fees, fuel surcharges, emergency response premiums, or similar charges will apply unless specifically identified in the contract pricing schedule.

APV's Response:

Confirmed.

George Mason's Response(7.28.26): Noted

Please advise if you have any questions or need clarification before responding.

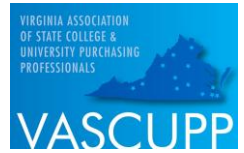
Regards,

Grace Lymas

Grace Lymas, CPPB, CUPO
Assistant Director, Purchasing



Purchasing Department
4400 University Drive, MS 3C1, Fairfax, VA 22030
Phone: 703.993.2580; <http://fiscal.gmu.edu/purchasing/>



REQUEST FOR PROPOSALS **GMU-GL0330-26**

ISSUE DATE: April 9, 2026

TITLE: Security Products and Services

PRIMARY PROCUREMENT OFFICER: Grace Lymas, Assistant Director

SECONDARY PROCUREMENT OFFICER: Katherine Sirotin, Director

QUESTIONS/INQUIRIES: Submit all inquiries through [George Mason's Bonfire Portal](#), no later than 4:00 PM Eastern Time (ET) on April 16, 2026. **All questions must be submitted through George Mason's Bonfire portal.** For assistance with technical questions related to Bonfire, contact Support@GoBonfire.com or visit [Bonfire's Help Forum](#). Responses to questions will be posted to George Mason's Bonfire portal and by 5:00 PM ET on April 29, 2026.

PROPOSAL DUE DATE AND TIME: May 8 @ 2:00 PM ET. ATTENTION: PROPOSALS WILL NOT BE ACCEPTED VIA EMAIL, MAIL, THROUGH eVA OR IN PERSON. SEE SECTION XIII.A.1 FOR DETAILS ON ELECTRONIC PROPOSAL SUBMISSION.

IMPORTANT! All communication with Offerors will take place in Bonfire, to include negotiations. George Mason can only message individuals at your organization that have interacted in Bonfire for this specific RFP. Please ensure the appropriate person to handle negotiations and other RFP communication has individually logged into the system and either downloaded documents, submitted your proposal or asked a question.

In Compliance With This Request For Proposal And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiations.

Name and Address of Firm:

Legal Name: _____	Date: _____
DBA: _____	
Address: _____	
_____	By: _____
	Signature
FEI/FIN No. _____	Name: _____
Fax No. _____	Title: _____
Email: _____	Telephone No. _____

SWaM Certified: Yes: _____ No: _____ (See Section VII. SWaM CERTIFICATION for complete details).

SWaM Certification Number: _____

Check the box next to the option that applies to your proposal submission. See section IV. Final Contract for additional information.

- | | |
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| <p>☐ Option 1: Full Acceptance:</p> <ol style="list-style-type: none"> 1. We have reviewed George Mason's Standard Contract and all related documents. 2. We have no proposed changes. 3. We understand that if we are advanced to negotiations, no contract exceptions, redlines, vendor documents, or additional terms will be considered, unless proposed by George Mason. | <p>☐ Option 2: Proposed Exceptions and/or Additional Documents Submitted:</p> <ol style="list-style-type: none"> 1. We have reviewed George Mason's Standard Contract and all related documents. 2. We have included a list of proposed exceptions and/or redlined contract documents with our proposal. 3. We understand that if we are advanced to negotiations, no additional contract exceptions, redlines, vendor documents, or additional terms will be considered beyond what has been submitted with our proposal, unless proposed by George Mason. |
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This public body does not discriminate against faith-based organizations in accordance with the *Governing Rules*, § 36 or against a Bidder/Offeror because of race, religion, color, sex, national origin, age, disability, or any other prohibited by state law relating to discrimination in employment.

OFFEROR PROPOSAL SUBMISSION CHECKLIST

Offerors responding to this RFP should use this checklist to ensure all requested documents are completed and submitted with their proposal.

- ☐ RFP Cover Page, accurately filled in and signed with checked off box confirming your proposal contains any exceptions to George Mason's Standard Contract and all terms and conditions or subsequent Statements of Work that could apply over the life of any resulting contract.
- ☐ All addenda, if any were issued and a signature line is included.
- ☐ Attachment A - Small Business Subcontracting Plan. **This is a requirement for all Offerors.**
- ☐ Exceptions (if any) to George Mason's Standard Contract.
- ☐ Any Statements of Work or supplemental document(s) George Mason may be required to sign or that could potentially be incorporated into a final contract or apply during the term of a resulting contract.
- ☐ Any agreement that George Mason would be required to sign with a third party.
- ☐ State your payment preference as required in Bonfire. Only select one payment option.
- ☐ If your proposal contains proprietary information, you must submit a second copy in accordance with Section XIII.A.1. General Requirements and Section XIII.A.2.d. that outlines the specific submission format.
- ☐ Complete and upload Labor Rate Table, in the requested format, as required in Bonfire.

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- I. **PURPOSE:** The purpose of this Request for Proposal (RFP) is to solicit proposals to establish a contract through competitive negotiations with one or more qualified vendors to provide security products and services for George Mason University. George Mason University (herein after referred to as “George Mason,” “Mason,” or “University”) is a public institution of higher education and agency of the Commonwealth of Virginia.
- II. **PURCHASING MANUAL/GOVERNING RULES:** This solicitation and any resulting contract shall be subject to the provisions of the Commonwealth of Virginia *Purchasing Manual for Institutions of Higher Education and their Vendor's*, and any revisions thereto, and the *Governing Rules*, which are hereby incorporated into this contract in their entirety. A copy of both documents is available for review at: <https://vascupp.org>
- III. **COMMUNICATION:** Communications regarding the Request for Proposals shall be formal from the date of issuance until a contract has been awarded. Unless otherwise instructed offerors are to communicate with only the Procurement Officers listed on the cover page. Offerors are not to communicate with any other employees of George Mason.
- IV. **FINAL CONTRACT:** ATTACHMENT B to this solicitation is George Mason’s standard two-party contract. It is the intent of this solicitation to base the final contractual documents off of George Mason’s standard two-party contract and George Mason’s General Terms and Conditions as outlined in Attachment B – Standard Contract. Any exceptions to our standard contract and General Terms and Conditions must be denoted in your RFP response. Other documents may be incorporated into the final contract, either by way of attachment or by reference, but in all cases this contract document and George Mason’s General Terms and Conditions shall jointly take precedence over all other documents and will govern the terms and conditions of the contract.

As a public institution of higher education and agency of the Commonwealth of Virginia, George Mason cannot agree to any of the following terms in any documents:

- A. An express or implied waiver of sovereign immunity.
- B. An agreement to indemnify, defend or hold harmless any entity.
- C. An agreement to maintain insurance.
- D. An agreement providing for binding arbitration.
- E. An agreement providing for the payment of attorneys' fees, costs of collection, or liquidated damages.
- F. Waiver of jury trial.
- G. Choice of law or venue other than the Commonwealth of Virginia.

Contracts will only be issued to the FEI/FIN Number and Firm listed on the signed cover page submitted in your RFP response. Joint proposals will not be accepted.

Note: The Offeror must include any and all terms and conditions, additional documents, and/or statements of work that could potentially be incorporated into a final contract or apply during the term of a resulting contract. As outlined in Attachment B – Standard Contract, Statements of Work (“SOW”) for specific engagements may only include the work to be performed during scope of the specific engagement. Additional terms and conditions will not be accepted on any SOW submitted during the course of the contract. All SOW’s must be on a form approved by George Mason prior to the start of the contract.

In addition to the above note, the Offeror must submit with their proposal any agreement that George Mason would be required to sign with a third party.

- V. **ADDITIONAL USERS:** It is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, public or private health or educational institutions, or affiliated corporations may access any resulting contract if authorized by the contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of the contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the contractor.

The University may require the Contractor provide semi-annual usage reports for all entities accessing the contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of the resulting contract(s) does not preclude any participating entity from using other contracts or competitive processes as needed.

- VI. eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION:** The eVA Internet electronic procurement solution, website portal www.eVA.virginia.gov, streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet eProcurement solution by completing the free eVA Vendor Registration. All bidders or offerors agree to self-register in eVA and pay the Vendor Transaction Fees prior to being awarded a contract. Registration instructions and transaction fees may be viewed at: <https://eva.virginia.gov/>
- VII. SWaM CERTIFICATION:** Vendor agrees to fully support the Commonwealth of Virginia and George Mason's efforts related to SWaM goals. Upon contract execution, eligible vendors (as determined by George Mason and the Virginia Department of Small Business and Supplier Diversity) shall submit all required documents necessary to achieve SWaM certification to the Department of Small Business and Supplier Diversity within 90 days. Vendors currently SWaM certified agree to maintain their certification for the duration of the contract and shall submit all required renewal documentation at least 30 days prior to existing SWaM expiration. <https://www.sbsd.virginia.gov/>
- VIII. SMALL BUSINESS SUBCONTRACTING PLAN:** All potential offerors are required to fill out and submit Attachments A with their proposal.
- Note: Invoices shall only be submitted to George Mason by the entity awarded a contract. Subcontractors cannot submit invoices to George Mason under any resulting contract.
- IX. PERIOD OF PERFORMANCE:** One (1) year from Effective Date of contract with four (4) successive one-year renewal options (or as negotiated).
- X. BACKGROUND:** George Mason University is a diverse, innovative and entrepreneurial institution with global distinction in a range of academic fields. Located just outside Washington, D.C., our beautiful 677-acre residential campus boasts a diverse student population. Over 6,200 students live on campus in over 40 residence halls.

As the largest public research institution in Virginia, George Mason enrolls more than 40,000 students in over 211-degree programs at the undergraduate, master's, doctoral, and professional levels. Students at all levels are routinely recognized with national and international scholarships and awards. Faculty members have received some of academia's highest honors, including twice winning the Nobel Prize in Economics.

The Carnegie Classification of Institutions of Higher Education has placed George Mason in the top tier (or R1) of research universities in the U.S. This level of research activity, and our prime location in the D.C. area, results in engaged and dedicated faculty members who are at the top of their respective fields. This connectivity extends to our students, who take advantage of our unparalleled internship and research opportunities, and who secure careers at national and international companies and organizations, ranging from National Geographic, the Smithsonian Institution and Amazon to the CIA and the White House. Many of our innovative degree programs are the first of their kind, including the first Ph.D. program in biodefense, the first D.C.-based undergraduate program in Conflict Analysis and Resolution, the first dedicated Cybersecurity Engineering program in the region, and one of the most innovative performing arts management programs in the United States. George Mason is at the forefront of the emerging field of biotechnology, is a leader in the performing arts, and holds a preeminent position in the fields of economics, electronic journalism, and history.

ESTIMATED HISTORICAL SPEND

George Mason University (GMU) is providing the following estimated historical spend information for illustrative purposes only, to assist Offerors in understanding the scope and scale of prior procurements. This information does not represent a commitment of future spend and is not a guarantee of volume under any resulting contract.

Under contract GMU-1735-21 executed July 7, 2021– Security Products & Services, awards were made to the following vendors:

- MCA: Total estimated spend of \$653,845.64
- APV: Total estimated spend of \$6,450,533.37

This historical data reflects prior purchasing activity and may vary based on institutional needs, funding availability, and compliance with GMU and Commonwealth of Virginia purchasing policies.

- XI. STATEMENT OF NEEDS:** George Mason University (Mason) is seeking proposals from qualified offerors to provide security products, systems, and related services across all Mason locations within the Commonwealth of Virginia. Mason anticipates making **multiple awards** under this RFP but reserves the right to award a single offeror or multiple offerors, whichever best serves the University's interests.

- A. GENERAL REQUIREMENTS: Mason requires comprehensive security solutions, including hardware, software, installation, maintenance, and related services. Offerors should be able to provide the brand-name systems listed below; alternative brands may be proposed, but offerors should also be capable of supplying and supporting the specified systems:
 - a. Access Control System (ACS) Software and Licensing
 - RS2 Technologies, Access It! Universal
 - b. Video Management System (VMS) Software and Licensing
 - Genetec Omnicast
 - c. Access Control Hardware, Software Components, Parts, and Labor
 - Offerors shall provide a percentage discount off MSRP for all manufacturers listed in Appendix 1.
 - d. Video Management System Hardware, Software Components, Parts, and Labor
 - Offerors shall provide a percentage discount off MSRP for all manufacturers listed in Appendix 1.
- B. WORK AUTHORIZATION
 - a. The Contractor will be required to obtain written authorization from the designated University representative prior to beginning any work.
- C. ACCESS INSPECTION
 - a. The Contractor shall allow the University, its agents, and authorized public authorities unrestricted access to work areas for inspection. All work is subject to final approval by a designated University representative upon completion.
- D. MANUFACTURER CERTIFICATION
 - a. The Contractor will hold current manufacturer certifications for all equipment, systems, and materials they install or support. Documentation of certifications or relevant customer references shall be provided upon request.
- E. DELIVERY REQUIREMENTS
 - a. Contractors shall meet the delivery expectations of the end-user for all in-stock products. Delivery timelines for non-stock items shall be provided to the end-user prior to order placement.
- F. PRICING
 - a. Quoted prices shall be all-inclusive and incorporate all associated costs and fees, including but not limited to freight, shipping, crating, eVA transaction fees, and processing fees. All shipping shall be F.O.B. Destination
- G. SAMPLE QUOTE AND INVOICE
 - a. Offerors shall include a sample quote and invoice demonstrating detailed line items, quantities, unit pricing, and extended totals.
- H. LABOR RATES
 - a. Offerors shall submit labor rates for regular business hours, overtime, weekend, and emergency service. All applicable labor categories and rates shall be included in the proposal as a separate attachment.
- I. BRAND NAMES AND DISCOUNTS
 - a. Offerors shall provide a list of brand names offered and corresponding discounts from list price, using the format provided in Appendix 1.
- J. INSTALLATION REQUIREMENTS
 - a. The Contractor shall perform all installations in a professional and competent manner that minimizes disruptions to University operations and instructional activities.
- K. PRODUCT CATALOG
 - a. Offerors shall include a current product catalog with their proposal. Detailed estimates should include part numbers corresponding to catalog entries.
- L. LICENSING AND REGULATORY COMPLIANCE REQUIREMENTS
 - a. The Offeror shall comply with all applicable licensing requirements of the Commonwealth of Virginia for the provision, installation, integration, maintenance and servicing of security systems, including but not limited to access control systems, video surveillance systems, video management systems (VMS), electronic locks, security hardware, software and associated low-voltage cabling. Accordingly, the Offeror shall possess and maintain the following licenses for the duration of the contract. Offeror shall provide copies/evidence of the necessary licenses to

provide the aforementioned services with their offer:

- b. Virginia DCJS Electronic Security Licensing (mandatory for any firm performing installation, service, maintenance or repair of electronic security equipment).
- c. Appropriate Virginia DPOR Contractor Licensing – Electrical Contractor Licensing (mandatory for any firm installing systems/equipment that connects to building power “low voltage electrical work”)

XII. PRICING SCHEDULE & COST OF SERVICES:

1. PRICING SCHEDULE AND BRAND/MANUFACTURER DISCOUNTS

The Offeror shall submit a comprehensive pricing schedule listing all security-related equipment, hardware, software, and associated products proposed under this RFP. The schedule must include all brand names and manufacturers offered, along with the corresponding percentage discount off MSRP.

George Mason University has provided Appendix 1, which identifies the brands and manufacturers currently utilized on campus. Offerors must complete Appendix 1 and include it with their proposal. If the Offeror does not supply a listed brand or manufacturer, the Offeror shall mark the applicable line as “Not Applicable (N/A).”

Offerors may propose additional brands or manufacturers not listed in Appendix 1. Proposals will remain eligible for award and fully evaluated even if the Offeror cannot provide every brand listed.

2. LABOR RATE SCHEDULE

The Offeror shall include a detailed labor rate schedule identifying all labor categories and associated rates proposed under this contract. The schedule shall clearly distinguish:

- Standard (regular) hourly labor rates
- Overtime, emergency, weekend, holiday, and other premium rates
- The specific conditions under which overtime or premium rates apply

All labor categories and rates offered by the firm must be included.

3. QUOTING AND ESTIMATING REQUIREMENTS (POST AWARD)

The Contractor(s) awarded under this RFP will be required to provide detailed estimates and quotes at no additional cost to George Mason University upon request.

All quotes and estimates shall:

- Reflect the discounts and labor rates submitted in response to this RFP
- Provide a clear breakout of materials, labor hours, and associated pricing
- Include all costs necessary to complete the project, including but not limited to freight, shipping, crating, eVA transaction fees, and any other applicable charges

Quotes must be comprehensive, transparent, and consistent with the pricing structure proposed in the Offeror’s original response.

XIII. PROPOSAL PREPARATION AND SUBMISSION REQUIREMENTS:

A. GENERAL REQUIREMENTS:

1. **RFP Response:** In order to be considered, Offerors must submit a complete response to George Mason's Purchasing Office prior to the due date and time stated in this RFP. Offerors are required to submit one (1) signed copy of the entire proposal including all attachments and proprietary information. If the proposal contains proprietary information, then submit two (2) proposals must be submitted; one (1) with proprietary information included and one (1) with proprietary information removed (see 2.d. below for details on how to submit a redacted proposal). The Offeror shall make no other distribution of the proposals.

At the conclusion of the RFP process proposals with proprietary information removed (redacted versions) shall be provided to requestors in accordance with Virginia’s Freedom of Information Act. Offerors will not be notified of the release of this information.

An Offeror may not request any of the following be proprietary and/or confidential in their proposal:

- a. Pricing or any calculation used to determine pricing;
- b. A notation or footer on the bottom of every page with “proprietary and confidential;”
- c. Entire contents of company history or executive summary;
- d. A case study, social media post, or billboard already available to the public;
- e. Name of company or firm listed as a reference;
- f. Any resulting Statement of Work (SOW), Order Form, or Invoice.

ELECTRONIC PROPOSAL SUBMISSION: ATTENTION: PROPOSALS WILL NOT BE ACCEPTED VIA EMAIL, MAIL, THROUGH eVA, OR IN PERSON. George Mason will only accept electronic proposal submissions via Bonfire for this Request for Proposals.

The following shall apply:

- a. You must register with Bonfire and submit your proposal, and it must be received prior to the submission deadline, by submitting through the online Bonfire portal at <https://gmu.bonfirehub.com>.
- b. The Offeror must ensure the proposals are uploaded and submitted through Bonfire sufficiently in advance of the proposal deadline. **Plan Ahead: It is the Offeror’s responsibility to ensure that electronic proposal submissions have sufficient time to make its way through Bonfire’s submission portal. George Mason recommends you submit your proposal the day prior to the due date.**
- c. Submissions by other methods will not be accepted. Minimum system requirements: Microsoft Edge, Google Chrome, Safari, or Mozilla Firefox. JavaScript and browser cookies must be enabled.
- d. Offerors should contact Bonfire at support@gobonfire.com for technical questions related to submission or visit [Bonfire's Help Forum](#).
- e. Submission materials should be prepared in the file formats listed under Requested Information for this opportunity in the Bonfire Portal. The maximum upload file size is 1000 MB. Documents should not be embedded within uploaded files, as the embedded files will not be accessible or evaluated.
- f. All solicitation schedules are subject to change.
- g. Go to George Mason’s Bonfire Portal for all updates and schedule changes. <https://gmu.bonfirehub.com>
- h. All communication with Offerors will take place in Bonfire, to include negotiations. George Mason can only message Offerors that have interacted with this specific RFP. Please ensure the appropriate person to handle negotiations and other RFP notifications has submitted the Offerors proposal in Bonfire.

2. Proposal Presentation:

- a. Proposals shall be signed by an authorized representative of the Offeror. All information requested must be submitted. Failure to submit all information requested may result in your proposal being scored low.
- b. Proposals should be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirement of the RFP. Emphasis should be on completeness and clarity of content.
- c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter and repeat the text of the requirement as it appears in the RFP. The proposal should contain a table of contents which cross references the RFP requirements. Information which the Offeror desires to present that does not fall within any of the requirement of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material.

A WORD version of this RFP will be provided upon request.

- d. Except as provided, once an award is announced, all proposals submitted in response to this RFP will be open to inspection by any citizen, or interested person, firm or corporation, in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by a firm prior to or as part of its proposal will not be subject to public disclosure under the Virginia Freedom of Information Act only under the following circumstances: (1) the appropriate information is clearly identified by some distinct method such as highlighting or underlining; (2) only the specific words, figures, or paragraphs that constitute trade secrets or proprietary information are identified; and (3) a summary page is supplied immediately following the proposal title page that includes (a) the information to be protected, (b) the section(s)/page number(s) where this information is found in the proposal, and (c) a statement why protection is necessary for each section listed. A statement simply noting "trade secret" is not a sufficient reason for redaction. The firm must also provide a separate attachment of the proposal with the trade secrets and/or proprietary information redacted. *If all of these requirements are not met, then the firm's entire proposal will be available for public inspection.*

IMPORTANT: A firm may not request that its entire proposal be treated as a trade secret or proprietary information, nor may a firm request that its pricing/fees be treated as a trade secret or proprietary information, or otherwise be deemed confidential. If after given a reasonable time, the Offeror refuses to withdraw the aforementioned designation, the proposal will be rejected.

3. Oral Presentation: Offerors who submit a proposal in response to this RFP **may be** required to give an oral presentation/demonstration of their proposal/product to George Mason. This will provide an opportunity for the Offeror to clarify or elaborate on their proposal. Performance during oral presentations may affect the final award decision. If required, oral presentations will be scheduled at the appropriate time.

George Mason will expect that the person or persons who will be working on the project to make the presentation so experience of the Offeror's staff can be evaluated prior to making selection. Oral presentations are an option of George Mason and may or may not be conducted; therefore, it is imperative all proposals should be complete.

- B. SPECIFIC REQUIREMENTS: Proposals should be as thorough and detailed as possible to allow George Mason to properly evaluate the Offeror's capabilities and approach toward providing the required services. Offerors should submit the following items as a complete proposal. Proposals should be 11-point or larger and should not exceed 20 pages in length, including the procedural information, executive summary, and resumes.

1. Procedural information:
 - a. Return signed cover page and all addenda, if any, signed and completed as required.
 - b. Return Attachment A - Small Business Subcontracting Plan.
 - c. Exceptions (if any) to George Mason's two-party contract, Attachment B.
 - d. Any SOW or supplemental document George Mason may be required to sign. See section IV. Final Contract
 - e. State your payment preference as required in Bonfire. (See section XVI.)
 - f. Answer the below questions with your proposal submission through Bonfire, as required.
 - o Are you and/or your subcontractor currently involved in litigation with any party?
 - o Please list any investigation or action from any state, local, federal or other regulatory body (OSHA, IRS, DOL, etc.) related to your firm or any subcontractor in the last three years.
 - o Please list all lawsuits that involved your firm or any subcontractor in the last three years.
 - o In the past ten (10) years has your firm's name changed? If so, please provide a reason for the change.
2. Executive Summary: Submit an executive summary at the beginning of the proposal response not to exceed 2 pages.
3. Qualifications and Experience: Describe your experience, qualifications and success in providing the services described in the Statement of Needs to include the following:
 - a. Background and brief history of your company.
 - b. Names, qualifications and experience of personnel to be assigned to work with George Mason.
 - c. No fewer than three (3) references that demonstrate the Offeror's qualifications, preferably from other comparable higher education institutions your company is/has provided services with (include the Project Title, if applicable and value of the contract) and that are similar in size and scope to that

which has been described herein. Include a contact name, contact title, phone number, and email for each reference and indicate the length of service.

4. Specific Plan (Methodology): Explain your specific plans for providing the proposed services outlined in the Statement of Needs including:
- a. Your approach to providing the services described herein.
 - b. What, when and how services will be performed.
5. Proposed Pricing: Provide hourly rates for all services described herein. Any additional fees not specifically contemplated in this RFP must be included in your proposal. George Mason will not accept undisclosed fees that are added to invoices.

Rates must include travel-related expenses if contractor is traveling within a 50-mile radius of George Mason's Fairfax campus. If the contractor is traveling from outside a 50-mile radius of the Fairfax Campus, travel can only be invoiced on a reimbursement basis in accordance with George Mason's policies, <http://fiscal.gmu.edu/travel/>, and GSA per diem rates. Additional hourly rates for travel will not be considered.

Provide a sample invoice for your services. George Mason has provided an example invoice as Attachment C – Sample Invoice Format showing an acceptable breakdown for an example project for the services requested herein. At a minimum, contractors are required to provide a breakdown of the hours worked, the rate, all fees, and the total per engagement/project or per day for these services.

XIV. INITIAL EVALUATION CRITERIA AND SUBSEQUENT AWARD:

- A. INITIAL EVALUATION CRITERIA: Proposals shall be initially evaluated and ranked using the following criteria:

	<u>Description of Criteria</u>	<u>Maximum Point Value</u>
1.	Quality of products offered and suitability for the intended purpose	25
2.	Qualifications and experience of offeror in providing the goods/services	20
3.	Specific plans or methodology to be used to provide the services	20
4.	Price Offered	25
5.	Offeror is certified with Virginia SBSD at the proposal due date & time.	10
Total Points Available:		100

- B. AWARD: **Following the initial scoring by the evaluation committee**, at least two or more top ranked offerors may be contacted for oral presentations/demonstrations or advanced directly to the negotiations stage. ***If oral presentations are conducted George Mason will then determine, in its sole discretion, which offerors will advance to the negotiations phase.*** Negotiations shall then be conducted with each of the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, George Mason shall select the offeror which, in its sole discretion has made the best proposal, and shall award the contract to that offeror. When the terms and conditions of multiple awards are so provided in the Request for Proposal, awards may be made to more than one offeror. Should George Mason determine in writing and in its sole discretion that only one offeror has made the best proposal, a contract may be negotiated and awarded to that offeror. George Mason is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous (*Governing Rules §49.D.*).

- XV. CONTRACT ADMINISTRATION**: Upon award of the contract, George Mason shall designate, in writing, the name of the Contract Administrator who shall work with the contractor in formulating mutually acceptable plans and standards for the operations of this service. The Contract Administrator shall use all powers under the contract to enforce its faithful performance. The Contract Administrator shall determine the amount, quality and acceptability of work and shall decide all other questions

in connection with the work. All direction and order from George Mason shall be transmitted through the Contract Administrator, or their designee(s) however, the Contract Administrator shall have no authority to approve changes which shall alter the concept or scope of the work or change the basis for compensation to the contractor.

XVI. PAYMENT TERMS / METHOD OF PAYMENT:

PLEASE NOTE: THE VENDOR MUST REFERENCE THE PURCHASE ORDER NUMBER ON ALL INVOICES SUBMITTED FOR PAYMENT.

Option #1- Payment to be mailed in 10 days-George Mason will make payment to the vendor under 2%/10 Net 30 payment terms. Invoices should be submitted via email to the designated Accounts Payable email address which is acctpay@gmu.edu.

The 10-day payment period begins the first business day after receipt of proper invoice or receipt of goods, whichever occurs last. A paper check will be mailed on or before the 10th day.

Option #2- To be paid in 20 days. The vendor may opt to be paid through our Virtual Payables credit card program. The vendor shall submit an invoice and will be paid via credit card on the 20th day from receipt of a valid invoice. The vendor will incur standard credit card interchange fees through their processor. All invoices should be sent to:

George Mason University
Accounts Payable Department
4400 University Drive, Mailstop 3C1
Fairfax, VA 22030
Voice: 703.993.2580 | Fax: 703.993.2589
e-mail: AcctPay@gmu.edu

Option#3- Net 30 Payment Terms. Vendor will enroll in Paymode-X where all payments will be made electronically to the vendor's bank account. To sign up for electronic payments, please contact the Paymode-X Enrollment Team at 1-800-331-0974 or email enrollment@paymode-x.com. The enrollment team can assist you with any questions about the enrollment process and setting up the membership.

Please state your payment preference in your proposal response.

XVII. SOLICITATION TERMS AND CONDITIONS:

- A. ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$200,000, as a result of this solicitation, George Mason will publicly post such notice on the DGS/DPS eVA web site (<https://eva.virginia.gov/>) for a minimum of 10 days.
- B. BEST AND FINAL OFFER (BAFO): At the conclusion of negotiations, the offeror(s) may be asked to submit in writing, a best and final offer (BAFO). After the BAFO is submitted, no further negotiations shall be conducted with the offeror(s).
- C. CONTRACTOR/SUBCONTRACTOR LICENSE REQUIREMENT: By my signature on this solicitation, I certify that this firm/individual and subcontractor is properly licensed for providing the goods/services specified. Furthermore, the contractor and subcontractors shall maintain the required license throughout the term of the contract. The contractor or their subcontractor shall immediately notify the contracting agency in writing in the event the license has been revoked.

SECURITY LICENSE: In accordance with *Code of Virginia* § 9.1-139 the bidder/offeror or their subcontractor shall be licensed by the Department of Criminal Justice Services for solicitations which include the following work: installation, service, maintenance, or design of security equipment; security officer service; and/or private investigator service. Licenses must be obtained prior to submitting a bid/offer. Furthermore, the contractor or their subcontractor shall maintain the required license throughout the course of the contract term. The contractor or their subcontractor shall immediately notify the contracting agency in writing in the event the license has been revoked. The bidder/offeror shall place their license number or their subcontractor's license number in the space provided below:

Bidder/Offeror Private Security Services Business License
Number: _____
Subcontractor Private Security Services Business License
Number: _____

For assistance, bidders/offerors may contact the Department of Criminal Justice Services at 804-786-4700.

*** When used: In all solicitations for the installation, service, maintenance, or design of security equipment, security officer service, central station alarm condition monitoring service, and/or private investigator service that require the contractor to have a Private Security Services Business License issued by the Department of Criminal Justice Services under the *Code of Virginia* § 9.1-139.**

- D. CONFLICT OF INTEREST: By submitting a proposal, the contractor warrants that they have fully complied with the Virginia Conflict of Interest Act; furthermore, certifying that they are not currently an employee of the Commonwealth of Virginia.
- E. DEBARMENT STATUS: By submitting a proposal, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
- F. ETHICS IN PUBLIC CONTRACTING: By submitting a proposal, offerors certify that their proposal is made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- G. LATE PROPOSALS: To be considered for selection, proposals must be received in George Mason's Bonfire Portal by the designated date and hour. The official time used in the receipt of proposals is the proposal due date and hour in George Mason's Bonfire Portal. Proposals submitted after the due date and time has expired will not be accepted nor considered. George Mason is not responsible for any delays related to Bonfire's website or vendor registration process. It is the responsibility of the offeror to ensure that their proposal is submitted by the designated date and hour.
- H. MANDATORY USE OF GEORGE MASON FORM AND TERMS AND CONDITIONS: Failure to submit a proposal on the official George Mason form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of this solicitation may be cause for rejection of the proposal; however, George Mason reserves the right to decide, on a case-by-case basis, in its sole discretion, whether to reject such a proposal.
- I. OBLIGATION OF OFFEROR: It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that are not understood. George Mason will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries must be in writing and submitted as instructed on page 1 of this solicitation. By submitting a proposal, the offeror covenants and agrees that they have satisfied themselves, from their own investigation of the conditions to be met, that they fully understand their obligation and that they will not make any claim for, or have right to cancellation or relief from the resulting contract because of any misunderstanding or lack of information.
- J. QUALIFICATIONS OF OFFERORS: George Mason may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to George Mason all such information and data for this purpose as may be requested. George Mason reserves the right to inspect the offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. George Mason further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy George Mason that such offeror is properly qualified to carry out the obligations of the resulting contract and to provide the services and/or furnish the goods contemplated therein.
- K. RFP DEBRIEFING: In accordance with §49 of the *Governing Rules* George Mason is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. However, upon request we will provide a scoring/ranking summary and the award justification memo from the evaluation committee. Formal debriefings are generally not offered.
- L. TESTING AND INSPECTION: George Mason reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- M. TRANSPORTATION AND PACKAGING: By submitting their proposals, all Offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

- N. **WARRANTY (COMMERICAL):** The contractor agrees that the goods or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation. A copy of this warranty should be furnished with the proposal

- XVIII. RFP SCHEDULE (Subject to Change):** Go to George Mason's Bonfire Portal for all updates and schedule changes. The schedule notated below is tentative and subject to change. Note that all Addendums, Question and Answers, and any other documentation or RFP updates will be posted and made available in **Bonfire** (<https://gmu.bonfirehub.com>) **In the event of a conflict between the dates listed in this RFP and in Bonfire, the dates listed in Bonfire shall take precedence.**

RFP Schedule (Subject to Change)	
Issue Date	April 9, 2026
Contractor Questions Due	April 16, 2026 by 4:00PM ET
George Mason University Response to Contractor Questions	April 29, 2026 by 5:00PM ET
Proposal Submission Deadline (Bonfire ONLY)	May 8, 2026 by 2:00PM ET
Committee Evaluation	May 12, 2026 – May 26, 2026
Oral Presentations (If requested)	N/A
Finalist Negotiations	May 28, 2026 – June 11, 2026
Notice of Award	June 22, 2026
Contract Start Deadline	July 6, 2026

ATTACHMENT A
SMALL BUSINESS SUBCONTRACTING PLAN
TO BE COMPLETED BY OFFEROR

Offerors must advise any portion of this contract that will be subcontracted. All potential offerors are required to include this document with their proposal in order to be considered responsive.

Small Business: "Small business (including micro)" means a business which holds a certification as such by the Virginia Department of Small Business and Supplier Diversity (DSBSD) on the due date and time for proposals. This shall also include DSBSD certified women- owned and minority-owned businesses and businesses with DSBSD service disabled veteran owned status when they also hold a DSBSD certification as a small business on the proposal due date. Currently, DSBSD offers small business certification and micro business designation to firms that qualify.

Certification applications are available through DSBSD online at www.SBSD.virginia.gov (Customer Service).

Offeror Name: _____

Preparer Name: _____ **Date:** _____

Who will be doing the work: ☐ I plan to use subcontractors ☐ I plan to complete all work

Instructions

- A. If you are certified by the DSBSD as a micro/small business, complete Section A of this form.
- B. If the "I plan to use subcontractors" box is checked, complete Section B of this form. For the proposal to be considered and the offeror to be declared responsive, the offeror shall identify the portions of the contract that will be subcontracted to any subcontractor, to include DSBSD certified small business for the initial contract period in relation to the offeror's total price for the initial contract period in Section B.

Section A

If your firm is certified by the DSBSD provide your certification number and the date of certification.

Certification Number: _____ Certification Date: _____

Section B

If the "I plan to use subcontractors" box is checked, populate the requested information below, per subcontractor to show your firm's plans for utilization of any subcontractor, to include DSBSD-certified small businesses, in the performance of this contract for the initial contract period in relation to the offeror's total price for the initial contract period. Certified small businesses include but are not limited to DSBSD-certified women-owned and minority-owned businesses and businesses with DSBSD service disabled veteran-owned status that have also received the DSBSD small business certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc. It is important to note that these proposed participation will be incorporated into the subsequent contract and will be a requirement of the contract. Failure to obtain the proposed participation dollar value or percentages may result in breach of the contract.

Plans for Utilization of Any subcontractor, to include DSBSD-Certified Small Businesses, for this Procurement

Subcontract #1

Company Name: _____ SBSD Cert #: _____
 Contact Name: _____ SBSD Certification: _____
 Contact Phone: _____ Contact Email: _____
 Value % or \$ (Initial Term): _____ Contact Address: _____
 Description of Work: _____

Subcontract #2

Company Name: _____ SBSD Cert #: _____
 Contact Name: _____ SBSD Certification: _____
 Contact Phone: _____ Contact Email: _____
 Value % or \$ (Initial Term): _____ Contact Address: _____
 Description of Work: _____

Subcontract #3

Company Name:	_____	SBSD Cert #:	_____
Contact Name:	_____	SBSD Certification:	_____
Contact Phone:	_____	Contact Email:	_____
Value % or \$ (Initial Term):	_____	Contact Address:	_____
Description of Work: _____			

Subcontract #4

Company Name:	_____	SBSD Cert #:	_____
Contact Name:	_____	SBSD Certification:	_____
Contact Phone:	_____	Contact Email:	_____
Value % or \$ (Initial Term):	_____	Contact Address:	_____
Description of Work: _____			

Subcontract #5

Company Name:	_____	SBSD Cert #:	_____
Contact Name:	_____	SBSD Certification:	_____
Contact Phone:	_____	Contact Email:	_____
Value % or \$ (Initial Term):	_____	Contact Address:	_____
Description of Work: _____			



Purchasing Department
4400 University Drive, MS 3C1, Fairfax, VA 22030
Phone: 703.993.2580; <http://fiscal.gmu.edu/purchasing/>

ATTACHMENT B – STANDARD CONTRACT

Note: Other documents may be incorporated into this document, either by way of attachment or by reference, but in all cases this contract document shall take precedence over all other documents and will govern the terms and conditions of the contract.

This Contract entered on this ____ day of _____, 2026 (Effective Date) by _____ hereinafter called “Contractor” (located at _____) and George Mason University hereinafter called “George Mason,” “University”.

I. WITNESSETH that the Contractor and George Mason, in consideration of the mutual covenants, promises and agreement herein contained, agree as follows:

II. SCOPE OF CONTRACT: The Contractor shall provide _____ for the _____ of George Mason University as set forth in the Contract documents.

During the term of this Contract, Contractor may issue Statements of Work (“SOW”) to modify the scope of the engagement or otherwise change the work to be performed under this Contract. All SOW’s must be on a form approved by George Mason prior to the start of this Contract. Any SOW that does not conform to the pre-approved SOW form shall be void even if approved by George Mason. Additionally, the SOW shall be limited to modifications to the scope of the engagement or other changes to the work to be performed under this Contract; any other terms contained in a SOW shall be void and have no effect even if approved by George Mason. Other than changes to the scope of the engagement or the work to be performed under this Contract, Contractor may not change, modify, add, supersede, or remove any term from this Contract through a SOW.

George Mason may, upon written notice, terminate any individual Statement of Work (“SOW”) issued under this Contract for convenience, without terminating the Contract as a whole. Termination of a SOW shall be effective immediately after receipt of written notice. Upon termination of a SOW, George Mason shall be liable only for payment of services actually performed and accepted up to the effective date of termination, reimbursable expenses incurred prior to the effective date of termination (if applicable and in accordance with the SOW), and any non-cancellable commitments expressly authorized in the SOW. Termination of an SOW shall not affect the validity or enforceability of the Contract or any other SOWs then in effect.

III. PERIOD OF CONTRACT: One year from the Effective Date with five (5) successive one-year renewal options. *(or as negotiated)*

IV. PRICE SCHEDULE: The pricing specified in this section represents the complete list of charges from the Contractor. George Mason shall not be liable for any additional charges.

Negotiated price schedule will be inserted here.

V. REPORTING REQUIREMENTS:

- A. Contractor shall provide recommendations for cost reductions and process efficiencies regarding product offering, ordering, delivery, etc. throughout the Contract term.
- B. Contractor shall provide purchasing data on all transactions for the University. This data shall be submitted for each calendar quarter and within 30 days after the end of each calendar quarter, and include the following:

- 1. University Name
- 2. University Name Shipping
- 3. PO Number
- 4. Contractor Order Number
- 5. Invoice Number
- 6. Invoice Date
- 7. Group Description
- 8. Product Description
- 9. Brand Description
- 10. Item Number
- 11. Computer system identification number
- 12. Manufacturer’s Suggested Retail Price

13. Item Long Name
14. System Qty
15. Order Qty
16. Total Revenue Retail
17. Total Revenue Discount
18. Order Status Description
19. Order Date
20. Ship By Date
21. Shipped Date

- C. All reports submitted by Contractor to the University must (a) be complete and accurate; and (b) provide footnotes containing important context and information necessary for the University to fully understand the reports. General disclaimers on the completeness and accuracy of reports or the underlying data are not acceptable by the University. Should the University request a report and the Contractor is unable to provide a complete and accurate report for reasons beyond its control, the Contractor shall provide a report with an adjusted scope along with footnotes describing the limitations of the adjusted report. When data received by the Contractor, by report or otherwise, conflicts with data already submitted by the Contractor (e.g., reported list price is different from revised list price), both parties shall agree that the deemed correct data is the data that benefits the University the most.

VI. CONTRACT ADMINISTRATION: _____ shall serve as Contract Administrator for this Contract and shall use all powers under the Contract to enforce its faithful performance. The Contract Administrator shall determine the amount, quality and acceptability of work and shall decide all other questions in connection with the work. All direction and order from George Mason shall be transmitted through the Contract Administrator, however, the Contract Administrator shall have no authority to approve changes which shall alter the concept or scope or change the basis for compensation.

VII. METHOD OF PAYMENT: *As selected from RFP Payment Term Options / Method of Payment.* Contractor shall submit invoices directly to acctpay@gmu.edu and copy the Contract Administrator. Invoices must reference a George Mason Purchase Order number to be considered valid. Invoices will only be accepted if submitted after services rendered or goods received. All invoice will be paid Net 30 (*or as selected in Payment Terms / Method of Payment*), after receipt of invoice in the accounts payable email inbox.

VIII. THE CONTRACT DOCUMENTS SHALL CONSIST OF (In order of precedence):

- A. This signed form;
- B. Negotiation Response(s) dated XXXXX (attached);
- C. RFP No. GMU-XXXX-XX, in its entirety (attached);
- D. Contractor's proposal dated XXXXXX (attached);
- E. Contractor's Statement of Work template (attached).

IX. GOVERNING RULES: This Contract is governed by the provisions of the Restructured Higher Education Financial and Administrative Operations Act, Chapter 10 (§ [23.1-1000](#) et seq.) of Title 23.1 of the Code of Virginia, and the "Governing Rules" and the *Purchasing Manual for Institutions of Higher Education and their Vendors*. Documents may be viewed at: <https://vascupp.org>.

X. CONTRACT PARTICIPATION: It is the intent of this Contract to allow for cooperative procurement. Accordingly, any public body, public or private health or educational institutions, or affiliated corporations may access this Contract if authorized by the Contractor.

Participation in this Contract is strictly voluntary. If authorized by the Contractor, this Contract will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor and shall fully and independently administer its use of the contract to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this Contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of the contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The University may request the Contractor provide semi-annual usage reports for all entities accessing this Contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the Contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this Contract does not preclude any participating entity from using other contracts or competitive processes as needed.

XI. STANDARD TERMS AND CONDITIONS:

- A. APPLICABLE LAW AND CHOICE OF FORUM: This Contract shall be construed, governed, and interpreted pursuant to the laws of the Commonwealth of Virginia. All disputes arising under this Contract shall be brought before an appropriate court in the Commonwealth of Virginia.
- B. ANTI-DISCRIMINATION: By entering into this Contract, Contractor certifies to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians with Disabilities Act, the Americans with Disabilities Act and §§ 9&10 of the *Governing Rules*. If Contractor is a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the Contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Governing Rules*, § 36).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this Contract, the Contractor agrees as follows:
 - a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
 2. The Contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or Contractor.
- C. ANTITRUST: By entering into this Contract, the Contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under this Contract.
- D. ASSIGNMENT: Neither party will assign or otherwise transfer its rights or obligations under this Contract without both parties' prior written consent. Any attempted assignment, transfer, or delegation without such consent is void.
- E. AUDIT: The Contractor shall retain all books, records, and other documents relative to this Contract for five (5) years after final payment. George Mason, its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period.
- F. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that George Mason shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this Contract.
- G. AUTHORIZED SIGNATURES: The signatory for each Party certifies that he or she is an authorized agent to sign on behalf such Party.
- H. BACKGROUND CHECKS: Prior to any of Contractors employees, agents, or subcontractors (collectively "Personnel") performing services on any George Mason campus, Contractor shall, at its sole expense, obtain comprehensive background checks on all Personnel. Such background checks shall include, at minimum: a review of the Personnel's records to include social security number search, local and federal criminal records (any misdemeanor convictions and/or felony convictions), the Sex Offender Registry, and the SanctionsBase+ Search or equivalent. In

addition, for sensitive financial work or when operating a motor vehicle in the performance of duties for George Mason, the background investigation shall include a credit report or motor vehicle check, respectively. Contractor warrants that all such Personnel have successfully passed these background checks and are qualified to perform the contracted services. Contractor shall maintain records of all background checks and make them available to George Mason upon request. George Mason reserves the right to deny access to its premises to any Personnel based on the results of these background checks or for any other reason at George Mason's sole discretion. Contractor shall immediately remove any Personnel from George Mason's premises upon George Mason's request. Signature on this Contract confirms your compliance with this requirement.

I. CANCELLATION OF CONTRACT: George Mason reserves the right to cancel this Contract, in part or in whole, without penalty, for any reason, upon 60 days written notice to the Contractor. Upon written notice of cancellation from George Mason, George Mason shall be fully released from any further obligation under the Contract and Contractor agrees to directly refund all payments, for services not already performed, to George Mason, including any pre-paid deposits, within 14 days. Any contract cancellation notice shall not relieve the Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

J. CHANGES TO THE CONTRACT: Changes can be made to this Contract in any of the following ways:

1. The parties may agree in writing to modify the scope of this Contract.
2. George Mason may order changes within the general scope of Contract at any time by written notice to Contractor. Changes within the scope of this Contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. Contractor shall comply with the notice upon receipt. Contractor shall be compensated for any additional costs incurred as the result of such order and shall give George Mason a credit for any savings. Said compensation shall be determined by one of the following methods:
 - a. By mutual agreement between the parties in writing; or
 - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the George Mason's right to audit Contractor's records and/or to determine the correct number of units independently; or
 - c. By ordering Contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the Contract. The same markup shall be used for determining a decrease in price as the result of savings realized. Contractor shall present George Mason with all vouchers and records of expenses incurred and savings realized. George Mason shall have the right to audit the records of Contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to George Mason within thirty (30) days from the date of receipt of the written order from George Mason. If the Parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this Contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and Their Contractors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this Contract shall excuse the Contractor from promptly complying with the changes ordered by George Mason or with the performance of the contract generally.

K. CLAIMS: Contractual claims, whether for money or other relief, shall be submitted in writing no later than 60 days after final payment. However, written notice of the Contractor's intention to file a claim shall be given at the time of the occurrence or beginning of the work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amounts agreed due in the final payment.

1. The Contractor must submit written claim to:
Chief Procurement Officer
George Mason University
Purch1@gmu.edu
2. The Contractor must submit any unresolved claim in writing no later than 60 days after final payment to the Chief Procurement Officer.

3. Upon receiving the written claim, the Chief Procurement Officer will review the written materials relating to the claim and will mail their decision to the Contractor within 60 days after receipt of the claim.
 4. The Contractor may appeal the Chief Procurement Officer's decision in accordance with §55 of the *Governing Rules*.
- L. COLLECTION AND ATTORNEY'S FEES: The Contractor shall pay to George Mason any reasonable attorney's fees or collection fees, at the maximum allowable rate permitted under Virginia law, incurred in enforcing this Contract or pursuing and collecting past-due amounts under this Contract. George Mason is prohibited from agreeing to pay other parties' collection fees or attorney's fees and shall not pay Contractor's attorney's fees unless they are awarded against George Mason by a court of competent jurisdiction in the Commonwealth of Virginia.
- M. COMPLIANCE: All goods and services provided to George Mason shall be done so in accordance with any and all applicable local, state, federal, and international laws, regulations and/or requirements and any industry standards, including but not limited to: the Family Educational Rights and Privacy Act (FERPA), Health Insurance Portability and Accountability Act (HIPAA) and Health Information Technology for Economic and Clinical Health Act (HITECH), Government Data Collection and Dissemination Practices Act, Gramm-Leach-Bliley Financial Modernization Act (GLB), Payment Card Industry Data Security Standards (PCI-DSS), Americans with Disabilities Act (ADA), Virginia State Corporation Commission (SCC) registration, and Federal Export Administration Regulations. Any Contractor personnel visiting George Mason facilities will comply with all applicable George Mason policies regarding access to, use of, and conduct within such facilities. George Mason's policies can be found at <https://universitypolicy.gmu.edu/all-policies/> and any facility specific policies can be obtained from the facility manager.
- N. CONFIDENTIALITY OF PERSONALLY IDENTIFIABLE INFORMATION: The Contractor shall ensure that personally identifiable information ("PII") which is defined as any information that by itself or when combined with other information can be connected to a specific person and may include but is not limited to personal identifiers such as name, address, phone, date of birth, Social Security number, student or personal identification numbers, driver's license numbers, state or federal identification numbers, biometric information, religious or political affiliation, non-directory information, and any other information protected by state or federal privacy laws, will be collected and held confidential and in accordance with this Contract, during and following the term of this Contract, and will not be divulged without the individual's and George Mason's written consent and only in accordance with federal law or the Code of Virginia.
- O. CONFLICT OF INTEREST: Contractor represents to George Mason that its entering into this Contract with George Mason and its performance through its agents, officers and employees does not and will not involve, contribute to nor create a conflict of interest prohibited by Virginia State and Local Government Conflict of Interests Act (Va. Code 2.2-3100 *et seq*), the Virginia Ethics in Public Contracting Act (§57 of the *Governing Rules*), the Virginia Governmental Frauds Act (Va. Code 18.2 – 498.1 *et seq*) or any other applicable law or regulation.
- P. CONTINUITY OF SERVICES:
1. The Contractor recognizes that the services under this Contract are vital to George Mason and must be continued without interruption and that, upon Contract expiration, a successor, either George Mason or another contractor, may continue them. The Contractor agrees:
 - a. To exercise its best efforts and cooperation to affect an orderly and efficient transition to a successor;
 - b. To make all George Mason owned facilities, equipment, and data available to any successor at an appropriate time prior to the expiration of the Contract to facilitate transition to successor; and
 - c. That the University Procurement Officer shall have final authority to resolve disputes related to the transition of the Contract from the Contractor to its successor.
 2. The Contractor shall, upon written notice from the Procurement Officer, furnish phase-in/phase-out services for up to ninety (90) days after this Contract expires and shall negotiate in good faith a plan with the successor to execute the phase-in/phase-out services. This plan shall be subject to the Procurement Officer's approval.
 3. The Contractor shall be reimbursed for all reasonable, pre-approved phase-in/phase-out costs (i.e., costs incurred within the agreed period after Contract expiration that result from phase-in, phase-out operations). All phase-in/phase-out work fees must be approved by the Procurement Officer in writing prior to commencement of said work.
- Q. CONTRACTOR'S TITLE TO MATERIALS: No materials or supplies for the work shall be purchased by the contractor or by any subcontractor subject to any chattel mortgage or under a conditional sales or other agreement

by which an interest is retained by the seller. The contractor warrants that he has clear title to all materials and supplies for which he invoices for payment.

- R. DEBARMENT STATUS: As of the Effective Date, the Contractor certifies that it is not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of services covered by this Contract, nor is the Contractor an agent of any person or entity that is currently so debarred.
- S. DELIVERY AND STORAGE: It shall be the responsibility of the contractor to make all arrangements for delivery, unloading, receiving and storing materials in the building during installation. The owner will not assume any responsibility for receiving these shipments. Contractor shall check with the owner and make necessary arrangements for security and storage space in the building during installation.
- T. DEFAULT: In the case of failure to deliver goods or services in accordance with this Contract, George Mason, after due oral or written notice, may procure them from other sources and hold Contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which George Mason may have.
- U. DRUG-FREE WORKPLACE: Contractor has, and shall have in place during the performance of this Contract, a drug-free workplace policy (DFWP), which it provides in writing to all its employees, vendors, and subcontractors, and which specifically prohibits the following on company premises, during work-related activities, or while conducting company business: the sale, purchase, manufacture, dispensation, distribution possession, or use of any illegal drug under federal law (including marijuana). For purposes of this section, “drug-free workplace” covers all sites at which work is done by Contractor in connection with this Contract.
- V. ENTIRE CONTRACT: This Contract constitutes the entire understanding of the Parties with respect to the subject matter herein and supersedes all prior oral or written contracts with respect to the subject matter herein. This Contract can be modified or amended only by a writing signed by all of the Parties.
- W. EXPORT CONTROL:
1. **Munitions Items:** If the Contractor is providing any items, data or services under this order that are controlled by the Department of State, Directorate of Defense Trade Controls, International Traffic in Arms Regulations (“ITAR”), or any items, technology or software controlled under the “600 series” classifications of the Bureau of Industry and Security’s Commerce Control List (“CCL”) (collectively, “Munitions Items”), prior to delivery, Contractor must:
 - a. notify George Mason (by sending an email to export@gmu.edu), and
 - b. receive written authorization for shipment from George Mason’s Director of Export Controls.

The notification provided by the Contractor must include the name of the George Mason point of contact, identify and describe each ITAR or CCL-controlled commodity, provide the associated U.S. Munitions List (USML) category number(s) or Export Control Classification Number, and indicate whether or not the determination was reached as a result of a commodity jurisdiction determination, or self-classification process. The Contractor promises that if it fails to obtain the required written pre-authorization approval for shipment to George Mason of any Munitions Item, it will reimburse George Mason for any fines, legal costs and other fees imposed for any violation of export controls regarding the Munition Item that are reasonably related to the Contractor’s failure to provide notice or obtain George Mason’s written pre-authorization.
 2. **Dual-Use Items:** If the Contractor is providing any dual-use items, technology or software under this order that are listed on the CCL in a series other than a “600 series”, Contractor must (i) include the Export Control Classification Number (ECCN) on the packing or other transmittal documentation traveling with the item(s) and, (ii) send a description of the item, its ECCN, and the name of the George Mason point of contact to: export@gmu.edu.
- X. FINAL INSPECTION: At the conclusion of the work, the contractor shall demonstrate to the authorized owner’s representative that the work is fully operational and in compliance with contract specifications and codes. Any deficiencies shall be promptly and permanently corrected by the contractor at the contractor’s sole expense prior to final acceptance of work.
- Y. FORCE MAJEURE: George Mason shall be excused from any and all liability for failure or delay in performance of any obligation under this Contract resulting from any cause not within the reasonable control of George Mason, which

includes but is not limited to acts of God, fire, flood, explosion, earthquake, or other natural forces, war, civil unrest, accident, any strike or labor disturbance, travel restrictions, acts of government, disease, pandemic, or contagion, whether such cause is similar or dissimilar to any of the foregoing. Upon written notification from George Mason that such cause has occurred, Contractor agrees to directly refund all payments to George Mason, for services not yet performed, including any pre-paid deposits within 14 days.

- Z. FUTURE GOODS AND SERVICES: George Mason reserves the right to have Contractor provide additional goods and/or services that may be required by George Mason during the term of this Contract. Any such goods and/or services will be provided by the Contractor under the same pricing, terms and conditions of this Contract. Such additional goods and/or services may include other products, components, accessories, subsystems or related services that are newly introduced during the term of the Contract. Such newly introduced additional goods and/or services will be provided to George Mason at Favored Customer pricing, terms and conditions.
- AA. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into this Contract Contractor certifies that they do not and will not during the performance of this Contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.
- BB. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless George Mason, the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the Contractor/any services of any kind or nature furnished by the Contractor, provided that such liability is not attributable to the sole negligence of George Mason or to the failure of George Mason to use the materials, goods, or equipment in the manner already and permanently described by the Contractor on the materials, goods or equipment delivered. Contractor understands and acknowledges that George Mason has not agreed to provide any indemnification or save harmless agreements running to Contractor.
- CC. INDEPENDENT CONTRACTOR: The Contractor is not an employee of George Mason, but is engaged as an independent contractor. Nothing in this Contract is intended to, nor shall it create or be deemed to create any partnership, joint venture, franchise, agency or other legal association between the parties. The parties are independent contractors, and any references to a relationship other than that of independent contractors shall be of no force or effect. The Contractor shall indemnify and hold harmless the Commonwealth of Virginia, George Mason, and its employees and agents, with respect to all withholding, Social Security, unemployment compensation and all other taxes or amounts of any kind relating to the Contractor's performance of this Contract. Nothing in this Contract shall be construed as authority for the Contractor to make commitments which will bind George Mason or to otherwise act on behalf of George Mason, except as George Mason may expressly authorize in writing.
- DD. INFORMATION TECHNOLOGY ACCESS ACT: Computer and network security is of paramount concern at George Mason. George Mason wants to ensure that computer/network hardware and software does not compromise the security of its IT environment. Contractor agrees to use commercially reasonable measures in connection with any offering your company makes to avoid any known threat to the security of the IT environment at George Mason.

All e-learning and information technology developed, purchased, upgraded or renewed by or for the use of George Mason shall comply with all applicable University policies, Federal and State laws and regulations including but not limited to Section 508 of the Rehabilitation Act (29 U.S.C. 794d), the Information Technology Access Act, §§2.2-3500 through 2.2-3504 of the Code of Virginia, as amended, and all other regulations promulgated under Title II of The Americans with Disabilities Act which are applicable to all benefits, services, programs, and activities provided by or on behalf of the University. The Contractor shall also comply with the Web Content Accessibility Guidelines (WCAG) 2.1 AA. For more information, please visit <http://ati.gmu.edu>, under Policies and Procedures.

- EE. INSURANCE: The Contractor shall maintain all insurance necessary with respect to the services provided to George Mason. The Contractor further certifies that they will maintain the insurance coverage during the entire term of the Contract and that all insurance is to be placed with insurers with a current reasonable A.M. Best's rating authorized to sell insurance in the Commonwealth of Virginia by the Virginia State Corporation Commission. The Commonwealth of Virginia and George Mason shall be named as an additional insured. By requiring such minimum insurance, George Mason shall not be deemed or construed to have assessed the risk that may be applicable to the Contractor. The Contractor shall assess its own risks and, if it deems appropriate and/or prudent, maintain higher limits and/or broader coverage. The Contractor is not relieved of any liability or other obligations assumed or pursuant to this Contract by reason of its failure to obtain or maintain insurance in sufficient amounts, duration, or types.
 - 1. Commercial General Liability Insurance in an amount not less than one million dollars (\$1,000,000) per occurrence for bodily injury or property damage, personal injury and advertising injury, products and completed operations coverage;

2. Workers Compensation Insurance in an amount not less than that prescribed by statutory limits; and, as applicable;
 3. Commercial Automobile Liability Insurance applicable to bodily injury and property damage, covering owned, non-owned, leased, and hired vehicles in an amount not less than one million dollars (\$1,000,000) per occurrence; and
 4. An umbrella/excess policy in an amount not less than five million dollars (\$5,000,000) to apply over and above Commercial General Liability, Employer's Liability, and Commercial Automobile Liability Insurance.
- FF. INTELLECTUAL PROPERTY: Contractor warrants and represents that it will not violate or infringe any intellectual property right or any other personal or proprietary right and shall indemnify and hold harmless George Mason against any claim of infringement of intellectual property rights which may arise under this Contract.
1. Unless expressly agreed to the contrary in writing, all goods, products, materials, documents, reports, writings, video images, photographs or papers of any nature including software or computer images prepared or provided by Contractor (or its subcontractors) for George Mason will not be disclosed to any other person or entity without the written permission of George Mason.
 2. Work Made for Hire. Contractor warrants to George Mason that George Mason will own all rights, title and interest in any and all intellectual property rights created in the performance or otherwise arising from the Contract and will have full ownership and beneficial use thereof, free and clear of claims of any nature by any third party including, without limitation, copyright or patent infringement claims. Contractor agrees to assign and hereby assigns all rights, title, and interest in any and all intellectual property created in the performance or otherwise arising from the Contract, and will execute any future assignments or other documents needed for George Mason to document, register, or otherwise perfect such rights. Notwithstanding the foregoing, for research collaboration pursuant to subcontracts under sponsored research contracts administered by the University's Office of Sponsored Programs, intellectual property rights will be governed by the terms of the grant or contract to George Mason to the extent such grant or contract requires intellectual property terms to apply to subcontractors.
- GG. MAINTENANCE MANUALS: The contractor shall provide with each piece of equipment an operations and maintenance manual with wiring diagrams, parts lists, and a copy of all warranties.
- HH. NON-DISCRIMINATION: All parties to this Contract agree to not discriminate on the basis of race, color, religion, national origin, sex, pregnancy, childbirth or related medical conditions, age (except where sex or age is a bona fide occupational qualification, marital status or disability).
- II. NON-EXCLUSIVITY: Nothing herein is intended nor shall be construed as creating any exclusive arrangement with Contractor. This Contract will not restrict or prohibit George Mason from acquiring the same or similar goods and/or services from other entities or sources.
- JJ. NON-SOLICITATION / NON-COMPETE: George Mason University, as a state agency of the Commonwealth of Virginia, shall not be subject to or bound by any non-solicitation or non-compete provisions. All University positions are publicly posted, and contractor employees may freely apply for, be considered for, and accept employment with the University without restriction. Any provision to the contrary shall be deemed null, void, and unenforceable.
- KK. PARKING: The Contractor and its employees shall adhere to the regulations of the university's Parking Services Office. Valid contractor permits must be displayed by all contractor owned and/or employee-owned vehicles while parking on campus. Purchase of parking permits, payment of parking fines, or towing fees are the responsibility of the Contractor / vehicle owner. Contact Parking Services at 703-993-2710 or visit <https://transportation.gmu.edu/parking/> for permit information.
- LL. PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- MM. PAYMENT TO SUBCONTRACTORS: The Contractor shall take the following actions upon receiving payment from George Mason: (1) pay the subcontractor within seven days for the proportionate share of the total payment received from George Mason attributable to the work performed by the subcontractor under that Contract; or (2) notify George Mason and subcontractor within seven days, in writing, of its intention to withhold all or a part of the

subcontractor's payment with the reason for non-payment. The Contractor shall collect the appropriate Tax Identification Number (Either SSN# or EIN#) based on the entity type of the subcontractor. The Contractor shall pay interest to subcontractors on all amounts owed by the Contractor that remain unpaid after seven days following receipt by the Contractor of payment from George Mason for work performed by the subcontractor under that contract, except for amounts withheld as allowed by prior notification. Unless otherwise provided under the terms of this Contract, interest shall accrue to subcontractors at the rate of one percent per month. The Contractor shall include in each of its subcontracts a provision requiring each subcontractor to include or otherwise be subject to the same payment and interest requirements with respect to each lower-tier subcontractor. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of George Mason. A contract modification may not be made for the purpose of providing reimbursement for such interest charge. A cost reimbursement claim may not include any amount for reimbursement for such interest charge.

- NN. PUBLICATION OF CONTRACT DOCUMENTS: It is a statutory requirement for George Mason to utilize eVA (electronic Virginia), the Commonwealth of Virginia's agency-wide procurement online system. This Contract and related documents, including but not limited to purchase orders, invoices, proposals, scopes of work and pricing data are subject to publication and shall not be treated as confidential or require notification to any party prior to disclosure.
- OO. PUBLICITY: Contractor shall not use, in its external advertising, marketing programs, or promotional efforts, any data, name, insignia, trademarks, pictures or other representation of the University or its employees except on the specific written authorization in advance by the University. The University must receive all requests for authorization in writing no later than ten (10) days in advance of the use date.
- PP. REMEDIES: If the Contractor breaches this Contract, in addition to any other rights or remedies, George Mason may terminate this Contract without prior notice.
- QQ. RENEWAL OF CONTRACT: This Contract may be renewed by George Mason for four (4) successive one-year renewal options under the terms and conditions of this Contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the University's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the University elects to exercise the option to renew the Contract for an additional one-year period, the Contract price(s) for the additional one year shall not exceed the Contract price(s) of the original Contract increased/decreased by more than the percentage increase/decrease of the "other goods and services" category of the CPI-U section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available or 2%, whichever is lower.
 2. If during any subsequent renewal periods, the University elects to exercise the option to renew the Contract, the Contract price(s) for the subsequent renewal period shall not exceed the Contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the "other goods and services" category of the CPI-U section of the Consumer Price Index of the United States bureau of Labor Statistics for the latest twelve months for which statistics are available, or 2%, whichever is lower.
- RR. REPORTING OF CRIMES, ACCIDENTS, FIRES AND OTHER EMERGENCIES: Any George Mason Employee, including contracted service providers, who is not a staff member in Counseling and Psychological Services (CAPS) or a pastoral counselor, functioning within the scope of that recognition, is considered a "Campus Security Authority (CSA)." CSAs must promptly report all crimes and other emergencies occurring on or near property owned or controlled by George Mason to the Department of Police & Public Safety or local police and fire authorities by dialing 9-1-1. At the request of a victim or survivor, identifying information may be excluded from a report (e.g., names, initials, contact information, etc.). Please visit the following website for more information and training: <http://police.gmu.edu/clery-act-reporting/campus-security-authority-csa/>.
- SS. RESPONSE TO LEGAL ORDERS, DEMANDS, OR REQUESTS FOR DATA: Except as otherwise expressly prohibited by law, Contractor will: i) immediately notify George Mason of any subpoenas, warrants, or other legal orders, demands or requests received by Contractor seeking University Data; ii) consult with George Mason regarding its response; iii) cooperate with George Mason's reasonable requests in connection with efforts by George Mason to intervene and quash or modify the legal order, demand or request; and iv) upon George Mason's request, provide George Mason with a copy of its response.

If George Mason receives a subpoena, warrant, or other legal order, demand (including request pursuant to the Virginia Freedom of Information Act) or request seeking University Data maintained by Contractor, George Mason will promptly provide a copy to Contractor. Contractor will promptly supply George Mason with copies of data required

for George Mason to respond, and will cooperate with George Mason's reasonable requests in connection with its response.

- TT. SEVERABILITY: Should any portion of this Contract be declared invalid or unenforceable for any reason, such portion is deemed severable from the Contract and the remainder of this Contract shall remain fully valid and enforceable.
- UU. SOVEREIGN IMMUNITY: Nothing in this Contract shall be deemed a waiver of the sovereign immunity of the Commonwealth of Virginia and of George Mason.
- VV. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent from George Mason. In the event that the Contractor desires to subcontract some part of the work specified herein, the Contractor shall furnish George Mason the names, qualifications and experience of their proposed subcontractors. The Contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of this Contract. This paragraph applies to, but is not limited to, subcontractor(s) who process University Data.
- WW. SWaM CERTIFICATION: Upon contract execution, Contractor (as determined by George Mason and the Virginia Department of Small Business and Supplier Diversity) shall submit all required documents necessary to achieve SWaM certification to the Department of Small Business and Supplier Diversity within 90 days. If Contractor is currently SWaM certified, Contractor agrees to maintain their certification for the duration of the Contract and shall submit all required renewal documentation at least 60 days prior to existing SWaM expiration at <https://www.sbsd.virginia.gov/>.
- XX. TARIFF & DUTY FEES: In the event that any new tariffs, import duties, taxes, or other government-imposed fees or restrictions are enacted or increased after the Effective Date of this Contract, and such impositions materially impact the Contractor's cost of goods, materials, or services required to fulfill its obligations under this Contract, the Contractor may be entitled to an equitable adjustment in the contract price. The Contractor must provide written notice and reasonable documentation supporting the increase in costs due to such governmental actions. The documentation should demonstrate: (i) the unit price paid by Contractor as of the date of contract award or date of Purchase Order issuance (whichever comes earlier) for the good or raw material used to furnish the goods to the University under this Contract; (ii) the applicability of the tariff to the specific good or raw material being impacted; (iii) Contractor's payment of the increased import duty or tariff (either directly or through an increase to the cost paid for the good or raw material); and (iv) the additional charges to the University reflect a simple pass-through expense with no markup. The evidence submitted shall be sufficient in detail and content to allow the University to verify that the tariff is the cause of the price change. The University, in its sole judgement, will determine whether to accept and pay for such additional charges.
- YY. UNIVERSITY DATA: University Data includes all George Mason owned, controlled, or collected PII and any other information that is not intentionally made available by George Mason on public websites, including but not limited to business, administrative and financial data, intellectual property, and patient, student and personnel data. Contractor agrees to the following regarding University Data it may collect or process as part of this Contract:
1. Contractor will use University Data only for the purpose of fulfilling its duties under the Contract and will not share such data with or disclose it to any third party without the prior written consent of George Mason, except as required by the Contract or as otherwise required by law. University Data will only be processed by Contractor to the extent necessary to fulfill its responsibilities under the Contract or as otherwise directed by George Mason.
 2. University Data, including any back-ups, will not be accessed, stored, or transferred outside the United States without prior written consent from George Mason. Contractor will provide access to University Data only to its employees and subcontractors who need to access the data to fulfill Contractor's obligations under the Contract. Contractor will ensure that employees who perform work under the Contract have read, understood, and received appropriate instruction as to how to comply with the data protection provisions of the Contract and to maintain the confidentiality of the University Data.
 3. The parties agree that as between them, all rights including all intellectual property rights in and to University Data shall remain the exclusive property of George Mason, and Contractor has a limited, nonexclusive license to use the University Data as provided in the Contract solely for the purpose of performing its obligations under the Contract. The Contract does not give a party any rights, implied or otherwise, to the other party's data, content, or intellectual property, except as expressly stated in the Contract.
 4. Contractor will take reasonable measures, including audit trails, to protect University Data against

deterioration or degradation of data quality and authenticity. Contractor shall be responsible for ensuring that University Data, per the Virginia Public Records Act, is preserved, maintained, and accessible throughout their lifecycle, including converting and migrating electronic data as often as necessary so that information is not lost due to hardware, software, or media obsolescence or deterioration.

5. Contractor shall notify George Mason within three business days if it receives a request from an individual under any applicable law regarding PII about the individual, including but not limited to a request to view, access, delete, correct, or amend the information. Contractor shall not take any action regarding such a request except as directed by George Mason.
6. If Contractor will have access to University Data that includes “education records” as defined under the Family Educational Rights and Privacy Act (FERPA), the Contractor acknowledges that for the purposes of the Contract it will be designated as a “school official” with “legitimate educational interests” in the University education records, as those terms have been defined under FERPA and its implementing regulations, and the Contractor agrees to abide by the limitations and requirements imposed on school officials. Contractor will use the education records only for the purpose of fulfilling its duties under the Contract for George Mason’s and its end user’s benefit, and will not share such data with or disclose it to any third party except as provided for in the Contract, required by law, or authorized in writing by the University.

ZZ. UNIVERSITY DATA SECURITY: Data security is of paramount concern to George Mason. Contractor will utilize, store and process University Data in a secure environment in accordance with commercial best practices, including appropriate administrative, physical, and technical safeguards, to secure such data from unauthorized access, disclosure, alteration, and use. Such measures will be no less protective than those used to secure Contractor’s own data of a similar type, and in no event less than reasonable in view of the type and nature of the data involved. At a minimum, Contractor shall use industry-standard and up-to-date security tools and technologies such as anti-virus protections and intrusion detection methods to protect University Data.

1. Immediately upon becoming aware of circumstances that could have resulted in unauthorized access to or disclosure or use of University Data, Contractor will notify George Mason, fully investigate the incident, and cooperate fully with George Mason’s investigation of and response to and remediation of the incident. Except as otherwise required by law, Contractor will not provide notice of the incident directly to individuals who’s PII was involved, regulatory agencies, or other entities, without prior written permission from George Mason.
2. George Mason reserves the right in its sole discretion to perform audits of Contractor, at George Mason’s expense, to ensure compliance with all obligations regarding University Data. Contractor shall reasonably cooperate in the performance of such audits. Contractor will make available to George Mason all information necessary to demonstrate compliance with its data processing obligations. Failure to adequately protect University Data or comply with the terms of this Contract with regard to University Data may be grounds to terminate this Contract.

AAA. UNIVERSITY DATA UPON REQUEST, TERMINATION OR EXPIRATION: Upon request, termination or expiration of the Contract, Contractor will ensure that all University Data are securely provided, returned or destroyed as directed by George Mason in its sole discretion within 180 days of the request being made. Transfer to George Mason or a third party designated by George Mason shall occur within a reasonable period of time, and without significant interruption in service. University Data must be provided in the requested format. If it is unreasonable to provide University Data in the requested format, Contractor shall ensure that such transfer/migration uses facilities and methods that are compatible with the relevant systems of George Mason or its transferee, and to the extent technologically feasible, that George Mason will have reasonable access to University Data during the provision of the data or transition. In the event that George Mason requests destruction of its data, Contractor agrees to destroy all data in its possession and in the possession of any subcontractors or agents to which the Contractor might have transferred University Data. Contractor agrees to provide documentation of data destruction to the University.

Contractor will notify the University of any impending cessation of its business and any contingency plans. This includes immediate transfer of any previously escrowed assets and University Data and providing George Mason access to Contractor’s facilities to remove and destroy George Mason-owned assets and University Data. Contractor shall implement its exit plan and take all necessary actions to ensure a smooth transition of service with minimal disruption to George Mason. Contractor will also provide a full inventory and configuration of servers, routers, other hardware, and software involved in service delivery along with supporting documentation, indicating which if any of these are owned by or dedicated to George Mason. Contractor will work closely with its successor to ensure a successful transition to the new equipment, with minimal downtime and effect on George Mason, all such work to be coordinated and performed in advance of the formal, final transition date.

- BBB. UNIVERSITY REVIEW/APPROVAL: All goods, services, products, design, etc. produced by the Contractor for or on behalf of George Mason are subject to George Mason’s review and approval.
- CCC. WAIVER: The failure of a party to enforce any provision in this Contract shall not be deemed to be a waiver of such right.
- DDD. WARRANTY (COMMERICAL): The contractor agrees that the goods or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation. A copy of this warranty should be furnished with the proposal
- EEE. WORK SITE DAMAGES: Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this contract shall be repaired to the Commonwealth’s satisfaction at the contractor’s expense

Contractor Name

George Mason University

Signature

Signature

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

ATTACHMENT C – SAMPLE INVOICE FORMAT

SAMPLE INVOICE

Company Name

1. Street Address
City, ST ZIP Code
Phone: Fax:

3. INVOICE #:15454

4. 3/31/2025

5. PURCHASE ORDER #: PO05156064

BILL TO:

2. George Mason University
Attn: Accounts Payable
4400 University Dr.
4200 Merten Hall, MSN 3C1
Fairfax, VA 22030
Email: acctpay@gmu.edu

Invoices must contain ALL of the following in order to be processed:

1. Remit to payment address
2. Mason as the party to be billed
3. The vendor supplied invoice number
4. The date of service and/or shipment
5. The purchase order number (**starts with PO**)
6. Description of goods or services

Hours listed in increments of 15 minutes. For example: 15 minutes = 0.25 hours

Project Title:	Example: Case Number 123456			
Date of Service	Description of Activities	Hours	Rate	Total
1/1/20XX	Initial meeting to review details	4.5	\$200.00	\$900.00
1/2/20XX	Identify main issues -write scope	2.25	\$150.00	\$337.50
1/7/20XX	Evaluate for solutions	3.75	\$250.00	\$937.50
				\$0.00
				\$0.00
				\$0.00
				\$0.00

Total due: _____

Other Comments/Contact Information

Appendix 1: Must be completed and returned with offer

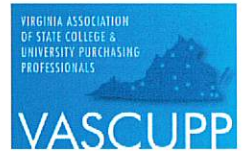
Please provide a percentage (%) off of discount (off of list price/MSRP) for the manufacturer brands you are able to offer on listed below. If Offeror is unable to provide one of the brands/manufacturers listed below please mark Not Applicable or NA under % Discount (your offer will still be considered even if you cannot provide all brands listed below). If Offeror is able to offer additional security products/systems brands/manufacturers please include a separate attachment/pricing schedule as part of your offer that includes the Manufacturer/Brand Name, Item(s) being offered, and the % Discount off of MSRP being offered for those manufacturers/brands.

Manufacturer	Item(s)	% Discount off MSRP
Acre		
Adams Rite	All parts and accessories	
Aiphone	All parts and accessories	
Allegion	All parts and accessories	
Altronix	All parts and accessories	
Aperio Wireless	All parts and accessories	
Assa Abloy	All parts and accessories	
Avigilon Cameras	All parts and accessories	
Axis Cameras	All parts and accessories	
BEST Locks/Locksets	Complete locks	
BEST Locks/Locksets	Parts & accessories	
Command Access	All parts and accessories	
Droma Kaba	All parts and accessories	
Hanwha	All parts and accessories	
HES	All parts and accessories	
HID	Card Readers and accessories	
i-Pro Cameras	All parts and accessories	
Life Safety Power	All parts and accessories	
McKinney	Commercial 5 Knuckle Hinges	
McKinney	Balance of items	
Persona Campus	All parts and accessories	
Precision	Complete exit devices	
Precision	Parts and accessories	
RS2 Technologies	Professional Services	
RS2 Technologies	Software/Control Boards/IP Locks/Readers	
RS2 Technologies	3rd Party Products	
Sargent	Complete locks, closers, and exit devices	
Sargent	All parts and accessories	
Securitron	All parts and accessories	
Traka	All parts and accessories	
Von Duprin	Complete exit devices	
Von Duprin	All parts and accessories	
Windy City Wire	All parts and accessories	

Note: The Offeror shall also include a labor rate table with all applicable labor categories and rates that they are offering under this solicitation. Your labor rate pricing must also clearly denote overtime pricing (including emergency/weekend/holiday/etc. rates) and define when those overtime rates go into effect (versus your regular time rates).



Purchasing Department
4400 University Drive, MS 3C1, Fairfax, VA 22030
Phone: 703.993.2580; <http://fiscal.gmu.edu/purchasing/>



REQUEST FOR PROPOSALS GMU-GL0330-26

ISSUE DATE: April 9, 2026

TITLE: Security Products and Services

PRIMARY PROCUREMENT OFFICER: Grace Lyman, Assistant Director

SECONDARY PROCUREMENT OFFICER: Katherine Sirotin, Director

QUESTIONS/INQUIRIES: Submit all inquiries through [George Mason's Bonfire Portal](#), no later than 4:00 PM Eastern Time (ET) on April 16, 2026. **All questions must be submitted through George Mason's Bonfire portal.** For assistance with technical questions related to Bonfire, contact Support@GoBonfire.com or visit [Bonfire's Help Forum](#). Responses to questions will be posted to George Mason's Bonfire portal and by 5:00 PM ET on April 29, 2026.

PROPOSAL DUE DATE AND TIME: May 8 @ 2:00 PM ET. ATTENTION: PROPOSALS WILL NOT BE ACCEPTED VIA EMAIL, MAIL, THROUGH eVA OR IN PERSON. SEE SECTION XIII.A.1 FOR DETAILS ON ELECTRONIC PROPOSAL SUBMISSION.

IMPORTANT! All communication with Offerors will take place in Bonfire, to include negotiations. George Mason can only message individuals at your organization that have interacted in Bonfire for this specific RFP. Please ensure the appropriate person to handle negotiations and other RFP communication has individually logged into the system and either downloaded documents, submitted your proposal or asked a question.

In Compliance With This Request For Proposal And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiations.

Name and Address of Firm:

Legal Name: Architectural Products of Virginia Date: 5/8/26

DBA: APV

Address: 11511C N Lakeridge Pkwy
Ashland, VA 23005

By: [Signature]
Signature

FEI/FIN No. 54-0918642

Name: Thomas Henry

Fax No. 804-550-2826

Title: Vice President

Email: therry@apva.com

Telephone No. 804-550-2822

SWaM Certified: Yes: X No: _____ (See Section VII. SWaM CERTIFICATION for complete details).

SWaM Certification Number: 10872

Check the box next to the option that applies to your proposal submission. See section IV. Final Contract for additional information.



Option 1: Full Acceptance:

1. We have reviewed George Mason's Standard Contract and all related documents.
2. We have no proposed changes.
3. We understand that if we are advanced to negotiations, no contract exceptions, redlines, vendor documents, or additional terms will be considered, unless proposed by George Mason.



Option 2: Proposed Exceptions and/or Additional Documents Submitted:

1. We have reviewed George Mason's Standard Contract and all related documents.
2. We have included a list of proposed exceptions and/or redlined contract documents with our proposal.
3. We understand that if we are advanced to negotiations, no additional contract exceptions, redlines, vendor documents, or additional terms will be considered beyond what has been submitted with our proposal, unless proposed by George Mason.

This public body does not discriminate against faith-based organizations in accordance with the *Governing Rules*, § 36 or against a Bidder/Offeror because of race, religion, color, sex, national origin, age, disability, or any other prohibited by state law relating to discrimination in employment.



11511C N Lakeridge Pkwy
Ashland, VA 23005
804-550-2822



Proposal for Security Products and Services
GMU-GL0330-26

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XIII. B. 2. Executive Summary:

APV is pleased to present this proposal to enhance the safety and security of George Mason University through the use of VASCUPP's cooperative procurement contract. APV is a leading provider of doors and security products throughout the state of Virginia and has maintained a strong relationship with GMU since 2011. This partnership with Mason's facilities and security teams has allowed APV to develop a deep institutional knowledge of the unique challenges and difficulties faced every day. APV is poised and eager to continue providing quality products and exceptional service at a fair price.

In today's landscape, higher education facilities face an ever-growing number of security threats. As Virginia's largest public research institute, GMU is no exception to these challenges. A trusted partner is critical to ensure the safety and security of the diverse 50,000 students, faculty, and staff as well as an invaluable amount of physical assets.

APV's objective in partnering with GMU is to maintain both the existing physical doors and hardware as well as the extensive Acre access control system spread throughout the multiple campuses. Monitor and update equipment as end of life nears or efficiently replace unforeseen failures to maintain a complete and operating security system. Work closely with planning staff to advise on new projects and establish road maps for system upgrades as needed.

Along with maintaining GMU's existing security systems, it is imperative to continue monitoring the rapid advancements and technological changes happening every day throughout the security industry. The growing cloud capabilities available and break-through AI developments are two strong examples of opportunities APV is equipped to provide. As a brand agnostic organization, APV is able to professionally advise on best solutions based on GMU's specific needs.

As a local, family owned, SWaM certified business, with a long and successful history at GMU, we feel strongly that APV is the premier partner to continue ensuring the safety and security of George Mason University. We are excited for the opportunity to present this proposal and are committed to continue building on our past successes together.

XIII. B. 3. Qualifications and Experience:

- a. APV is located in Ashland, VA and began operations in 1972 as a subsidiary to Oscar F. Henry Company which opened in 1941 as a building products supplier. APV has grown over 50 years to become the leading door and security products provider in the state of Virginia. APV continues to be owned and operated by the Henry family who remain readily accessible to assist any customer.

APV has been a factory trained and certified integrator of Acre Security (formerly RS2) since 2005. This long standing vendor relationship has provided APV with decades of experience designing, installing, servicing and troubleshooting security systems similar to GMU. As a Diamond Tier partner with Acre Security, APV has front of line access directly to factory service support.

- b. APV personnel assigned to work with GMU:

Security Personnel:

Tim Fitzpatrick - Primary POC	Security Account Executive
Jeff Alford	Security Operations Manager
Vincent O'Neal	Security Engineer
James Yancey	Security Engineer
Crystal Brookman	Security Service Coordinator
Keith Edwards	Integration Specialist - Programmer
Dwayne Watson	Lead Security Installation Technician
Hunter Jennings	Security Installation Technician
Nicholas Ward	Security Service Technician

Mechanical Personnel:

Jason Price	Outside Sales
Kim Hix	Inside Sales/Product Support
Jermaine Mallory	Installation Manager
Bill North	Door and Hardware Technician
Bobby Duck	Locksmith
Stacy White	Warehouse and Delivery Manager

Executive Personnel:

Susan Cox	President
Thomas Henry	Vice President
Travis Klein	Vice President of Sales

c. References:

George Mason University

- Himanshu Patel – Director, Technology Services
 - o hpatel44@gmu.edu
 - o (703) 993-2799
- Jason Limonta – Physical Security Technical Coordinator
 - o jlimonta@gmu.edu
 - o (703) 993-5555
- Current access control integrator, VASCUPP contract holder, and camera supplier

Hanover County Public School

- Kevin Sauls – Director of Facilities
 - o ksauls@hcps.us
 - o (804) 365-4573
- Current access control integrator
- Current project: Beaverdam Elementary School (\$300,000)

Norfolk State University

- Peter Glanville – Director of Technical Services
 - o pcglanville@nsu.edu
 - o (757) 823-8098
- Current access control integrator
- Current project: NSU Science Building (\$620,000)

XIII. B. 4. Specific Plan (Methodology):

APV is committed to GMU to provide accurate, high-quality security products and exceptional, certified service at fair pricing. By dedicating a specific representative to GMU's account, APV is able to develop working knowledge of campus standards and preferences, while also providing GMU with a consistent and reliable point of contact for any security needs. The account representative has and will continue hosting bi-weekly meetings on-site with the GMU security teams. These meetings will provide scheduled time to address upcoming projects or ongoing needs. The APV representative will also be available for any immediate challenges that arise in the interim.

APV will assist in the planning, designing and budgeting of potential projects. Quotes will be returned promptly in an organized and concise manner for easy interpretation. Pricing will clearly reflect agreed upon contract rates and discounts. Upon completion of projects, as-built drawings are available upon request.

APV staffs several factory trained and certified technicians to dispatch on service calls for troubleshooting and repair/replacement of unforeseen product failures. APV will respond to service requests within 24 hours.

APV keeps an extensive range of security products in stock that are available for immediate shipment. APV is willing and able to increase specific product lines or parts that are needed consistently and are allocated for GMU. As special-order items are needed, lead time expectations will be communicated prior to order placement and acknowledged ship dates will be relayed to customer immediately upon receipt from vendor.

Quoted prices shall include all additional costs/fees associated with product procurement to include freight/shipping, crating, eVA transactions, processing, etc. Invoices will be processed at completion of project/order and will include line-item pricing for material and labor. A sample quote and invoice have been included in this proposal for reference.

Additional Services Available

Preinstalled Door Hardware: APV has the ability to factory install all door hardware by trained technicians before arriving on site. This ensures accurate installation as well as testing components for proper functionality. Preinstalled doors also reduce time required on site to install openings, thus lessening downtime and impact to ongoing university operations.

Managed Key System: APV is certified to maintain Dormakaba factory registered key systems, including Cormax. Granting access would allow APV to stock and furnish GMU's specific keys and cores, while maintaining a secure, factory system. The major benefit is dramatically reducing the factory's extended lead time (14+ weeks) to only a few days.

Complete Campus Surveys: APV is able to provide complete “End to End” surveys of a campus, documenting existing conditions and providing complete, accurate reports to the end user. These reports can help facilities better plan for future upgrades, predict product failures before they happen, and ensure all openings are operational and code compliant.

Labor Rate Schedule

Labor Rates				
Personnel	UOM	Normal Rate	Overtime	Holiday
Security Installation Technician	Hourly	\$ 142.00	\$ 213.00	\$ 284.00
Security Service Technician	Hourly	\$ 142.00	\$ 213.00	\$ 284.00
Systems Engineer/Integration Specialist	Hourly	\$ 160.00	\$ 240.00	\$ 320.00
Project Manager	Hourly	\$ 164.00	\$ 246.00	\$ 328.00
Locksmith/Hardware Technician	Hourly	\$ 150.00	\$ 225.00	\$ 300.00
Automatic Door Technician	Hourly	\$ 165.00	\$ 247.50	\$ 330.00

Normal working hours are Monday – Friday, 8:00am – 5:00pm.

Overtime rates will apply to any work needed outside of normal working hours.

Holiday rates will apply to any work needed during Federal holidays.

Material Discount Schedule

Manufacturer	Item(s)	% Discount off MSRP
Acre		Brands Quoted Individually
Adams Rite	All parts and accessories	52%
Aiphone	All parts and accessories	15%
Allegion	All parts and accessories	Brands Quoted Individually
Altronix	All parts and accessories	15%
Aperio Wireless	All parts and accessories	30%
Assa Abloy	All parts and accessories	Brands Quoted Individually
Avigilon Cameras	All parts and accessories	20%
Axis Cameras	All parts and accessories	5%
BEST Locks/Locksets	Complete locks	56%
BEST Locks/Locksets	Parts & accessories	47%
Command Access	All parts and accessories	45%
Dormakaba	All parts and accessories	Brands Quoted Individually
Hanwha	All parts and accessories	42%
HES	All parts and accessories	52%
HID	Card Readers and accessories	25%
i-Pro Cameras	All parts and accessories	Not Applicable
Life Safety Power	All parts and accessories	15%
McKinney	Commercial 5 Knuckle Hinges	55%
McKinney	Balance of items	52%
Persona Campus	All parts and accessories	30%
Precision	Complete exit device	60%
Precision	Parts & accessories	47%
RS2 Technologies	Professional Services	10%
RS2 Technologies	Software/Control Boards/IP Locks/Readers	35%
RS2 Technologies	3rd Party Products	25%
Sargent	Complete locks, closers, and exit devices	55%
Sargent	All parts and accessories	37%
Securitron	All parts and accessories	52%
Traka	All parts and accessories	Not Applicable
Von Duprin	Complete exit device	43%
Von Duprin	All parts and accessories	43%
Windy City Wire	All parts and accessories	10%

Additional Products

Manufacturer	Item(s)	% Discount off MSRP
Gridless	All hardware	5%
Avigilon Access Control	All parts and accessories	20%
Genea	Software and subscriptions	10%
BQT Solutions	All parts and accessories	50%

SAMPLE QUOTE


Architectural Products of Virginia

11511C N Lakeridge Pkwy
Ashland, VA, 23005
(804) 550-2822 www.apva.com

Quote

Quote No. 26Q01347
Quote Date 2/18/2026

To: George Mason University
Acctpay@Gmu.Edu
4400 University Dr Msn 3C1
Fairfax VA 22030

Ship: George Mason University
4400 UNIVERSITY DR MSN 3C1
FAIRFAX VA 22030

Attn: Jason Limonta
jlimonta@gmu.edu
P: (703) 993-5555
C: (571) 408-1381

Quoted By: Tim Fitzpatrick
tim.fitzpatrick@apva.com
C: (804) 533-8935

Re: Merten Suite 5400 Aiphone System

We are pleased to quote the following:		Unit	Total
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SCOPE OF WORK

This quote is for APV to provide and install a standalone JV-series Aiphone system in Merten Hall's suite 5400. The system will allow users to communicate and grant access to visitors via the master stations. APV will install the cabling in the suite, as well as cabling to nearest ACS panel for releasing the door strike. Included in this proposal is (1) door station, (2) master stations w/ desk stands, cabling, and programming.

EQUIPMENT

1	EA	JV Box Set	JVS-1V	593.48	593.48
1	EA	JV Expansion Station	JV-1FD	409.72	409.72
2	EA	Master Station Desk Stand	MCW-S/B	36.80	73.60
1	EA	Aiphone 2-Conductor Cable	AIP-871802P10C	365.90	365.90
1	EA	Misc Stock Item - Security	Miscellaneous	90.00	90.00
EQUIPMENT TOTAL					1,532.70

LABOR

24	HR	Labor (APV)	Labor Security Products	94.50	2,268.00
LABOR TOTAL					2,268.00

Continued next page

SAMPLE QUOTE



11511C N Lakeridge Pkwy
Ashland, VA, 23005
(804) 550-2822 www.apva.com

Quote
Quote No. 26Q01347
Quote Date 2/18/2026

Re: Merten Suite 5400 Aiphone System

We are pleased to quote the following:	Unit	Total
--	------	-------

AN ADDITIONAL 3% FEE WILL BE ADDED ON ALL CREDIT CARD PURCHASES

- APV CERTIFICATION NUMBERS:
- 1.CLASS A CONTRACTOR LICENSE #2701039798
 - 2.SWAM BUSINESS CERTIFICATION #10872
 - 3.VASCUPP CONTRACT- UNIVERSITY OF VIRGINIA UVA1986969
 - 4.VASCUPP CONTRACT- GEORGE MASON UNIVERSITY GMU-1735-21
 - 5.VASCUPP CONTRACT- JAMES MADISON UNIVERSITY UCPJMU6264
 - 6.VASCUPP CONTRACT - UNIVERSITY OF MARY WASHINGTON UCPUMW 22-1291
 - 7.DCJS LICENSE #11-4467

THIS QUOTE ASSUMES THAT NO FEDERAL OR STATE MANDATED PREVAILING WAGE RATES APPLY TO THIS PROJECT.

Unless SPECIFICALLY LISTED on the quote, the items below are to be provided by others:

- 1.Electrical power (120vac) available at all panel, server & power supply locations.
- 2.Secured staging area for equipment during installation.
- 3.Network connections, IP addresses, subnets & gateways.
- 4.Servers, workstations & PoE network switches.
- 5. Core drilling, floor-to-floor penetrations & roof penetrations.
- 6. Permit fees required by the local jurisdiction.
- 7. Fire alarm system interface (connection) points.
- 8. Patching & painting.

TERMS Net 30 Days - No Retainage (Subject to credit approval)
QUOTE EXPIRES 3/21/2026 (Subject to manufacturer surcharges levied prior to expiration)
SALES TAX added to all orders subject to tax at prevailing rate at time of shipment
SHIPPING see Quote totals

Item Total	3,800.70
Tax Total	*Exempt*
Shipping*	85.00
Quote Total	3,885.70

DCJS 11-4467



A Women-Owned Business Enterprise

SAMPLE INVOICE



Invoice

Page: 1

Invoice Number: E4768-IN

Invoice Date: 5/7/2026

ARCHITECTURAL PRODUCTS OF VIRGINIA

11511C N LAKERIDGE PKWY

ASHLAND, VA 23005

(804) 550-2822 EMAIL: receivables@apva.com

Salesperson: TF

Customer Number: GEORGEM

Sold To:			Ship To:		
GEORGE MASON UNIVERSITY 4400 UNIVERSITY DR MSN 3C1 FAIRFAX, VA 22030 EM acctpay@gmu.edu			George Mason University Student Union Bldg 1, Ste 1203 4400 University Dr, MSN 5A5 Fairfax, VA 22030		
Customer P.O.	Ship VIA	Ship Date	Order No	Quote No	Terms
PO05277275	INSTALL	5/7/2026	E4768	26Q01347	NET 30 DAYS
Qty Shipped	Unit	Description	Price	Amount	
		RE: Merten Ste 5400 Alphone System			
1	EACH	JVS-1V JV Box Set	593.48	593.48	
1	EACH	JV-1FD JV Expansion Station	409.72	409.72	
2	EACH	MCW-S/B Master Station Desk St	36.80	73.60	
1	EACH	WG-31141112 Genesis 31-000-P	365.90	365.90	
1	EACH	RY-1824L Door Relay			
1	EA	Misc Material	90.00	90.00	
24	HRS	Labor Security Products	94.50	2,268.00	
			Net Invoice:	3,800.70	
Any claim for shortages must be reported within 24 hours of receipt of material. Direct questions to AR@apva.com PAST DUE BALANCES ARE SUBJECT TO A LATE CHARGE OF 1.5% PER MONTH.			Invoice Total:	3,800.70	